Board of Trade Journal

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A 350 kV. 7.5 MVA Ferranti series resonant a/c testing equipment installed at Scottish Cables Ltd., Renfrew. Similar equipment has been supplied to the United States, Sweden, Finland, Eastern Europe, Argentina and Australia. Export orders received in the last six months totalled nearly £500,000.

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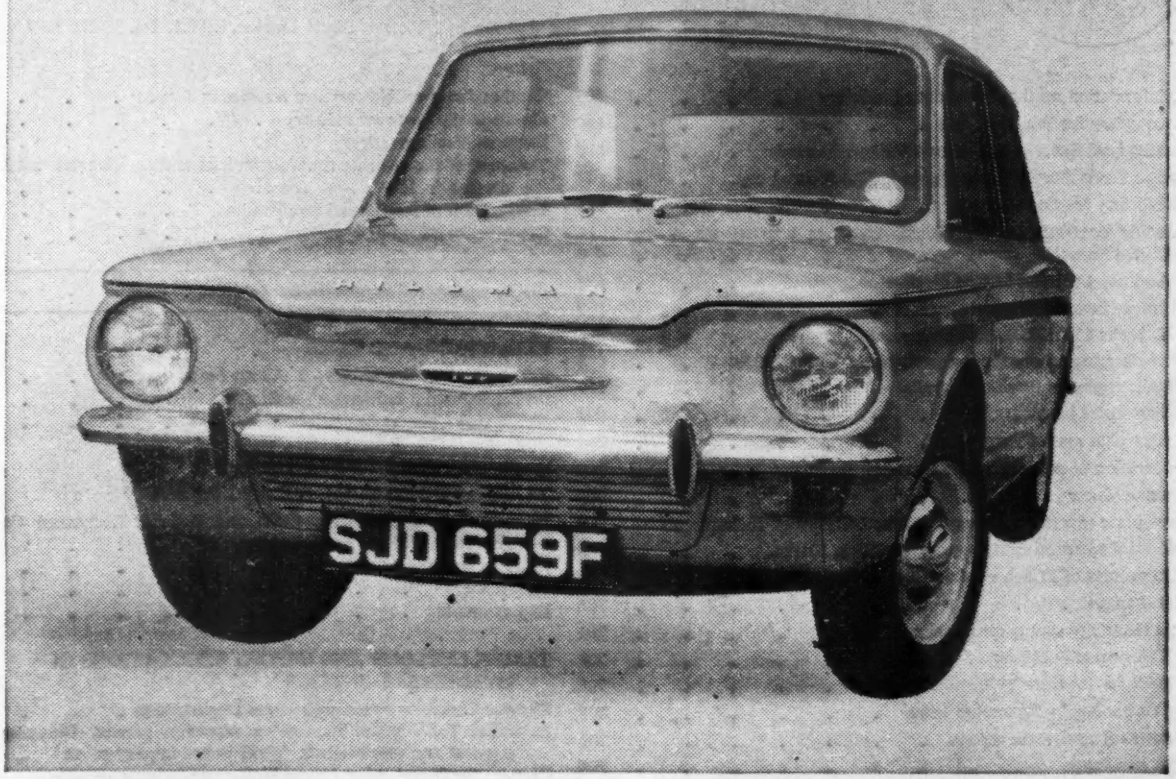

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South Western Gas Board	BRISTOL-666811

HIGH SPEED GAS

Dependable Energy for Industry

New information on the movement of industry

By R. F. Howard, Principal Research Officer, Distribution of Industry Division, Board of Trade

NEWSPAPERS – sometimes national ones, sometimes regional or local – have often carried headlines such as:

Car Firm to open Big Plant in Scottish Development Area

New Town gets a Good Start – Plastics Firm to transfer from London

Foreign Oil Company to build Refinery alongside Deep Water

Big City Clothing to set up unit in Littleton – will bring chance of jobs to local girls

These are all examples of mobility of industry, a subject of interest alike to ordinary citizens, civic chiefs and leaders of both sides of industry.

How much movement of this sort goes on? Up to the present it has been hard to say. No adequate specific statistics have existed, certainly on a country-wide basis.

We have had to be content to fit together pieces of information best suited to illuminating some other related but rather different problem. We have known, for example, by how much employment in different industries has grown or declined in different regions, but such figures did not give us any indication what part of the change was attributable to firms moving into a region and how much to those already there. We have known how much industrial building has been undertaken in an area, but statistics on that subject not only did not distinguish between newcomers and long-established, but they gave no indication of the movement of industry into existing premises. Some parts of the country have been better documented than others from this point of view, but the partial information available has not been compiled to common definitions and does not permit the analysis of as many characteristics of the industrial movement recorded as one would wish.

A part of the deficiency in information on this subject is now being rectified by the publication* of a new set of statistics, and an accompanying analysis of them, dealing with the movement of industry into and within the United Kingdom in 1945-65. They are the fruits of the examination over several years of the details of some thousands of individual manufacturing establishments which at first sight appeared to qualify as 'moves'. Those establishments which, after examination, met the uniform definitions adopted were taken into a record of movement.

The general idea of mobility of industry sounds simple enough, but when you get down to the problem of defining it in a watertight way – in a way which can be applied uniformly by different research workers examining different cases in different places and at different points in time – it is farly complicated. One reason why the new data do not include any manufacturing plant opened later than the end of 1965 is that somewhat different definitions have been adopted for recording developments subsequent to that time.

We cannot hope to get all the finer points of definition across in this article but the salient features of the system used can be described fairly briefly. The United Kingdom was divided into 50 areas and broadly speaking the objective was to record the opening of manufacturing 'establishments' (i.e. individual factories or plants) in any of these 50 areas when the origin of the establishment could be traced, in accordance with the rules laid down, to one of the other 49 areas or to another country.

Cases qualified irrespective of whether the new plant was opened in a new building or no. The record included both 'transfers' in the sense that the opening of a new plant in one area was associated with the closure of one or more plants elsewhere; and 'branches' in the sense that the firm in question was opening an additional unit in an area where it had not manufactured before. Only those new plants which employed 10 or more persons were taken account of.

The mere take-over of an establishment by a different firm did not constitute 'movement' even though the new owners might thereby have started to manufacture in that area for the first time. That kind of development only qualified if there was an accompanying substantial change in the nature of the product. Another kind of case not covered was movement *within* any one of the 50 areas. Nor was the opening of a new establishment by a firm without any commercial antecedents included, since the origin in such cases could not be traced to another area. Allocation of geographical origins to the developments included in the record is one of the innovations introduced by the new data.

Some guide to the size of the areas used in this system of recording may be gained by saying that the Greater London Council area is one and Northern Ireland is another. Scotland, Wales and the English economic planning regions each contained several of these areas. Their boundaries are shown on a map in the publication.

What does all this new information show? Has industrial movement played a major role in the relative development of different parts of the Kingdom or no? A question of that sort is to some extent subjective. It all depends what you expected. The various movement streams, i.e. the combinations of origins and destinations, can be identified and measured in terms of jobs resulting. Direct comparison can then be made between different streams, but generally speaking to gain some appreciation of the significance of the figures comparison has to be made with other figures drawn from elsewhere.

Measured in the way described it was found that there were 3,014 manufacturing establishments qualifying as 'moves' opened at some time during the 21 years 1945-65 and still operating at the end of 1966. Thus rather more than 5 per cent of all manufacturing establishments in the country employing more than 10 workers were 'moves' across the boundaries of the 50 areas. These 3,000-odd plants employed 870,000 persons at the end of 1966 and they accounted for 9.7 per cent of all employment classified to manufacturing in the country. Those employed in 'moves' would form an even greater proportion of those employed in factories, since many persons classified to manufacturing are employed in such places as headquarters offices.

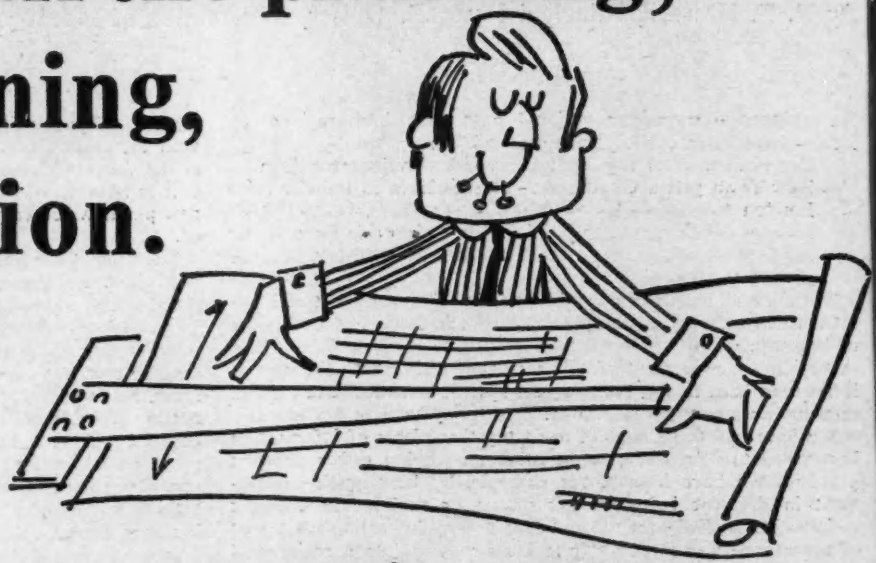
Movement of industry over the sort of distances implied by the area system of measurement consequently gave rise to an average of 41,000 jobs (in different areas from those where the movement originated) for each of the 21 years 1945-65. This is a figure of considerable interest when we are trying to estimate the amount of job mobility we can look forward to in the future, with the intention of comparing such a figure with what might be thought necessary to meet the various regional economic and planning problems.

In fact the total employment given by this movement of industry should be corrected upwards to take account of the fact that new plants opened in 1965 and the years immediately preceding

*'The Movement of Manufacturing Industry in the United Kingdom, 1945-65', by R. S. Howard. HMSO (price 8s. 6d.)

(Continued on page 697)

Think of industrial building. Think of all the planning, the designing, the erection. Think of finding the site and arranging the finance. Think of HENRY BOOT. HENRY BOOT does it all.



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would by no means have been employing their target figures by the end of 1966. The new publication describes a means of making allowance for this and suggests that when the 'moves' are all 'mature' they will employ in total about 928,000 persons, an average movement of 44,000 jobs a year over the 21 years.

Much of the movement recorded was between areas in the same economic planning region. If that were excluded, 575,000 persons were found to be employed in 1,779 plants located in Northern Ireland, Scotland, Wales or one of the English regions, the origins of which were attributable to a different one of these countries or regions, or to countries further afield.

It is well known that the South East and West Midlands regions were substantial sources of new industry for other regions. The new publication measures how much they originated – 220,000 jobs in the case of the South East region, 93,000 from the West Midlands. Jobs provided by 'moves' from abroad gave employment to 108,000 (but the article draws attention to the distinction between what is being measured and employment associated with inward investment).

It is equally well known that much mobile industry went towards what are now the development areas. Nearly 30 per cent of all employment in manufacturing in Wales in 1966 was attributable to movement in from outside, about one-fifth in the case of Northern Ireland and the Northern Region and about one-eighth in Scotland. Some other regions did not fall so squarely into the categories of exporters or importers of moves. Yorkshire and Humberside, for instance, provided on balance more moves to other regions than it received, but most of the outward movement took place in 1945-51 and the share of all inter-regional movement generated from Yorkshire and Humberside fell from then onwards.

A striking case of movement from one area to others within the same region was that from Greater London, principally to the new towns round about. This kind of movement was relatively more important in the 1950s than it was before or since. In the late 1940s and in the 1960s development areas have been the main recipients of movement.

Changes in the volume of movement of industry over the 21-year period are brought out. It was least in the 1950s but picked up in the present decade, though it did not quite reach the level of the immediate post-war period when special factors were at work.

The geographical aspects of movement are not the only ones dealt with. Its industrial composition is also analysed. Eleven expanding and 11 contracting groups of industries were identified. By far the bulk of employment resulting from the movement of industry arises in expanding industries and the part played by movement in bringing about the expansion of each group of industries was measured. In the case of several groups the proportion of the expansion in employment accounted for by 'moves' reached 30-45 per cent.

The publication is predominantly statistical and consequently not everyone's idea of a pleasant Sunday afternoon's reading, but it also takes a look at some of the conceptual questions posed by a study of this subject and gives a condensed account of factors influencing the volume and direction of movement at various stages of the post-war period.

New company for West Lothian

A NEW COMPANY manufacturing metal pallets, fabrications and material handling equipment, has started production at the old ICI Regent Works in Linlithgow. The firm is Regent MGK Ltd., who expect soon to employ up to 20 people. The development also includes the sales office for Handling Engineering Services Ltd.

Mr. D. B. Seatter, managing director, said: 'We have 6,000 square feet of space at the works, which give us considerable scope for expansion. We are also acting as consultants and sales representatives for several well-known materials handling equipment manufacturers.'

Two advance factories in Swansea valley allocated

THE BOARD OF TRADE have allocated both of their two advance factories on the Ynyscedwyn Estate at Ystradgynlais, near Swansea, to Crestmont Holdings Limited of London, manufacturers and wholesalers of hosiery. The factories will be used by Crestmont's subsidiary companies for the processing of nylon yarn for the hosiery trade and for the dyeing and finishing of nylon hosiery. The company propose initially to employ about 65 men and 13 women in the factories, but are planning expansion which is expected to provide a total of nearly 300 jobs by 1970.

Notes:

The Advance Factories were announced in May 1966 and completed in November 1967. They were erected on behalf of the Board of Trade by the Welsh Industrial Estates Corporation.

Forty-one Government Advance Factories have been authorized for Wales since speculative factory building recommenced in November 1964.

Twenty-five of these factories have been completed or construction is approaching completion; nine of these are at early stages of construction and seven are still in the preliminary planning stage.

Including the two factories at Ynyscedwyn, 23 factories have now been let.

Board of Trade Harthill factory goes to Dutch company

THE BOARD OF TRADE'S 12,500 sq. ft. factory at Harthill, Lanarkshire, has been allocated to Schiedamsche Lederwarenfabriek NV of Tilburg, Holland. With their new Scottish subsidiary, Intercase, Ltd., the company will manufacture presentation cases for electrical shavers and also leather cases for other instruments.

The company will begin operations at Harthill during September, and expect that within two years they will be employing between 100 and 150 workers. About one-third of the jobs will be for men. Schiedamsche Lederwarenfabriek have two factories in Holland producing cases and boxes in metal, plastic and wood.

Harthill is within one of the 'special' areas where the Board of Trade can offer additional assistance to new industry. To offset unemployment caused by colliery closures in these areas incoming firms may qualify for extra financial help.

New industry for Co. Durham

TEN ACRES of land at Bowburn, County Durham, have been purchased for industrial development by P. C. Henderson Limited, of Harold Hill, Romford, Essex; with an option on a site of similar size at the rear to allow for future expansion. The firm manufactures steel doors and sliding door and window gears. The development will be carried out in three stages. Construction of the first stage, providing 60,000 sq. ft. of floor space, will commence shortly, and if all goes well this stage will be in production by next June. By the end of the first year the firm expects to be employing about 100 men and 70 women.

Mr. Bernard V. Henderson, managing director, was put in contact with the County Planning Officer last April by the Regional Controller of the Board of Trade and chose the site after looking at others in the region. The land is part of the Bowburn Industrial Estate, jointly owned by Durham County Council and Durham Rural District Council. This development, together with the large factory of Universal Asbestos Manufacturing Company Limited to the north, will occupy more than half of the available industrial land; prospects for the early attraction of a suitable developer for the remaining 37 acres are good, particularly since the Durham Motorway will be open to Bowburn shortly.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

'Expanding opportunities for British exporters opening up in the United States'

—Mr. Edmund Dell

'INCREASINGLY, American buyers are appreciating the fact that Britain is a source of supply which they cannot ignore . . . But though consumer goods are of the highest importance, and keep the name of Britain before the American public, machinery is in fact now the biggest single category of our exports to the United States.'

Mr. Edmund Dell, Minister of State, Board of Trade, said this when he spoke at the British American Chamber of Commerce luncheon in New York on September 3 during his visit to Macy's 'Best of Britain' store promotion in the city from September 3 to 21 (see *Board of Trade Journal* August 30, page 603).

Continuing, Mr. Dell said it was a pleasure for him to meet the Anglo-American trading community in New York, the commercial capital of Britain's largest export market; and to join in the celebration of Macy's store-wide British promotion 'Great Festival of Great Britain'. 'This inaugurates what will be for Britain a season of intense trade promotion activity involving trade fairs, missions and promotions in greater numbers than ever before.'

Mr. Dell said that his main interest was in the rapidly expanding opportunities for British exports that were opening up in the United States. 'After excluding the effects of the dock strike in Britain last year the sterling value of British exports to the United States in the first six months of this year was nearly 30 per cent higher than in the first half of 1967 and 35-40 per cent higher than in the second and third quarters of last year. Despite these impressive figures we cannot yet claim to be satisfied. We still have a long way to go before we sell as much to the United States as America sells to us. Devaluation should enable us to do better. The effects of devaluation in many fields are not likely to have contributed much to the increase in the volume of exports in the first half of the year and we hope that from this point onwards the United Kingdom will be able to improve its position in the United States market.

He said that Britain's exports to the United States were healthy and varied. 'For us, of course, foreign trade is primarily a way of paying for what we have to import. But we welcome the contest of international trade because it brings gains which reflect back to increase the efficiency and dynamism of the British economy. It brings British manufacturers face to face with the keenest international competition. It improves the design of our products because we have to beat the best of foreign design, and thus the attempt to win customers overseas directly benefits our consumers at home. Foreign trade is also a way in which we can achieve economies of scale greater than those which the United Kingdom market can alone provide. It is a way too in which we can carry the cost of our very large research and development effort. Our research and development effort is in fact substantially larger than that of any other country in Western Europe and as a result we have been able to offer the United States products of a price and design that have been found increasingly acceptable in the American market. It cost more than a few designs on the back of an envelope before Rolls Royce, Hawker Siddeley, and BAC achieved their successes in the market. The same can be said for our increasing sales here of sophisticated instrumentation and equipment.

'Of course, at first sight, a market like the United States, with its unequalled industrial coverage may appear to present almost insuperable problems to the foreign exporter. But in fact every range of manufactured goods includes specialist categories in which a country like the United Kingdom, increasingly aware of the importance of specialization and of design, can carve out a market for itself even here in the United States, in the greatest industrial country in the world. I suppose there are few manufactured goods of which the United States is not the largest single producer in the world. But although the United States is the largest producer of cars in the world we are carving out an increasing specialized market for British cars in the United States. Although the United States is the largest producer of electronics in the world we have sold the Elliott Automation Head Up Display. Increasingly American buyers are appreciating the fact that Britain is a source of supply which they cannot ignore. We have demonstrated our leadership in many fields from reactive dyestuffs in the chemical field through float glass to hovercraft in the transport field. We have launched a fashion revolution for women. There are new trends for men and new schools of design in graphics, jewellery and housewares to name just a few examples. Whisky earnings flow like liquid gold back to Scotland and I am delighted to see the very healthy increase in exports this year. But though consumer goods are of the highest importance and keep the name of Britain before the American public, machinery is in fact now the biggest single category of our exports to the United States. Intensified efforts by British industry in this market over the last few years, and the greater drive by the Government services at home and in the field, are paying off. They will surely bear more fruit in the years to come. Members of this Chamber, with your expert knowledge and experience of the market, will have an important contribution to make; and I hope you will feel strengthened in your work by the support we give you from home.'

During a reception to mark the inauguration of Macy's 'Great Festival of Great Britain', Mr. Dell said: 'On behalf of Her Majesty's Government I congratulate the management and the entire staff of Macy's on the way in which they have, with exceptional care and thoroughness, prepared and mounted their display.

'This most effectively marks the beginning of another selling season in which British goods will be brought before the discriminating American buying public with imagination, taste and skill.'

Mr. Anthony Crosland to visit North-east Scotland

MR. ANTHONY CROSLAND, President of the Board of Trade, is to visit North-east Scotland from September 19 to 21. Mr. Crosland will fly up on September 19 and stay overnight in Aberdeen.

On September 20 he will visit Aberdeen Fish Market at 7 a.m. and after breakfast will go to the Board of Trade Marine Survey Office, where he will also meet staff of the Mercantile Marine Office. Following a call on the Lord Provost of Aberdeen, the President will visit the firm of Richards Ltd., of Aberdeen, the flax spinners and manufacturers of linen and sailcloth.

Mr. Crosland will lunch with the Aberdeen Chamber of Commerce and in the afternoon he will visit the firms of J. & J. Crombie Ltd., makers of 'Crombie' cloth, and Donside Paper Ltd.

On September 21, the President will go to Aviemore where he will lunch with the Highlands and Island Development Board. He will make a tour of Aviemore which will include a trip on the White Lady chairlift to the top of the 4,000 ft. Cairngorm Mountain.

Mr. Crosland will leave by air for London from Inverness via Glasgow.

Revision of investment grants booklet

PARAGRAPH TWO of the Board of Trade's booklet 'Investment Grants—A Guide for Industry' explains that the booklet will be revised from time to time in the light of experience.

In order to clarify certain aspects of the policy of the Board of Trade on investment grants paragraphs 7, 8 and 68-77 have been revised. Booklets issued from now on will contain the revised paragraphs.

The booklets are obtainable from the Investment Grants Offices at the following addresses:

(1) Colman House, Victoria Avenue, Southend-on-Sea; (2) 24-26 Newport Road, Cardiff, CF2 1SY; (3) St. Peter's House, Stanley Precint, Bootle, 20, Lancashire L20 3LZ; (4) West Precinct, Town Centre, Billingham, Tees-side; (5) Magnet House, Waterloo Street, Glasgow, C2.

ECGD backs £31 million loan agreement

THE Export Credits Guarantee Department has guaranteed a loan of £31.2 million towards financing the construction of a new bridge across the Rio de Janeiro harbour and for a wide range of capital goods for which Brazil is to place orders worth over £24 million. The contracts will be entered into within the next nine months.

The loan was negotiated by N. M. Rothschild & Sons acting on behalf of a consortium of leading British banks.

A maximum of £10.4 million will be put towards the substantial local costs of the project. In consideration of this the Departamento Nacional de Estrados de Rodagem (the Highways Department of the Brazilian Government) has undertaken to place contracts in Britain for high tensile steel and United Kingdom services for the construction of the bridge; while other Brazilian Government agencies will place further contracts up to £17 million for a wide range of capital goods for Brazilian industry. The purchases will be financed from the loan as to 85 per cent of contract value, to a maximum total value of £20.8 million. The contracts will be subject to open tender.

Picture shows the agreements being signed on August 30 at the City offices of merchant bankers, N. M. Rothschild & Sons, by the Brazilian Minister of Finance, Senhor Antonio Delfim Neto (seated, second from left): Mr. Leopold de Rothschild (seated, second from right), a partner in N. M. Rothschild & Sons, who are acting on behalf of the banking consortium; and Dr. Elizeu Resende (seated, right), the director-general of the Departmento Nacional de Estradas de Rodagem (the Highways Department of the Bazilian Government). The Brazilian Ambassador, Senhor Sergio Correa de Costa (standing, centre) and Mr. R. A. Dickinson (seated, left) representing ECGD, were also present at the signing.

The 5½ per cent loan is the largest ever raised in the United Kingdom for Brazil and has been subscribed by 16 English and Scottish banks. The drawings in respect of local costs (which amount to half the loan for the capital goods) become available as contracts for capital goods are signed. The loan for the local costs is repayable over five years and the loan for the capital goods over seven years from 1971, by which time it is expected that the bridge will have been completed.

The industries specified by the Brazilians are shipbuilding, including hovercraft, dredgers, barges, cranes and tankers, plant for steel and metal processing, including ventilation equipment and fabricated steelwork, and textile machinery. Further purchases may be made for other mutually agreed industries within the limits and during the availability of the credit.

This is the second major loan this year guaranteed by ECGD for the Brazilians. In February an agreement was signed for a £15.9 million loan for the Brazilian Merchant Marine Commission.

The Rio-Niteroi bridge project will link the states of Rio de Janeiro and Guanabera and complete part of the 2,500-mile BR101 coastal road. The 14-kilometre long bridge will replace the present ferry service and save a 115-kilometre detour between Rio and Niteroi.

The three main spans of the bridge will be in high tensile steel, and the remaining 131 spans in reinforced concrete.

New engineering service for exporters to the United States

MR. GEOFFREY KNIGHT, chairman of British Aircraft Corporation (USA) Inc., and joint deputy chairman of the British National Export Council Committee for Exports to the United States, announced the formation of a new organization – International Trading and Technical Services (INTRATEC) – to market British engineering products in the United States at a conference in London on September 10.

INTRATEC – a new division of BAC (USA) Inc., of Arlington, Virginia, has been formed to extend the benefits of BAC's experienced autonomous trading, technical service and product support facility at Arlington to other British industrial companies who wish to establish or broaden their North American markets.

It is designed to provide exporters with the complete range of marketing, public relations, commercial, import/export, engineering, field support, spares handling and control, data processing, communications, administrative and secretarial services.

Announcing the formation of the new company, Mr. Knight said:

'In 14 years of intensive effort in the sales and service of nearly $350 million worth of aerospace products in the United States we have built up a first-class facility and a massive fund of experience. In setting up INTRATEC we believe that these hard-won assets, so vital to an export business, can be employed to benefit many other British companies.'

Hydraulic engineers to visit Australia

THE HYDRAULIC ASSOCIATION of Great Britain, encouraged by the success of their mission to Sweden at the end of last year, is sending a Technical Sales Mission to Australia between October 17 and November 20.

This mission will be led by Mr. J. Rodney Shaw, chairman and managing director of John Shaw & Sons (Salford) Ltd., and will include top level technical representatives from nine member companies producing heavy hydraulic presses and ancillary equipment of all types. Members of the mission will be visiting Perth, Adelaide, Sydney, Newcastle, Brisbane and Melbourne.

At the conclusion of that tour seven members of the mission will be visiting New Zealand from November 21 to December 5, including Wellington, Christchurch, Dunedin and Auckland. These missions have been organized in conjunction with the Board of Trade and the British National Export Council.

Missions report back

Australian Editorial Mission

THERE ARE 'striking opportunities' for British textbook publishers to improve their position in the Australian market even further, according to the report of the Book Development Council Editorial Mission to Australia (April 14 to May 19). However, the report warns that publishers must 'radically modify some of their policies and procedures with regard to the contents, presentation and marketing of their books' for this market.

United States Trade Mission

Immediate orders for $200,000 were reported at the end of the Slough and District Chamber of Commerce and Industry Trade Mission to the United States (April 21 to May 14). These were mainly for the consumer goods element of the mission, but the report says that the prospects for heavy engineering items also are 'bright indeed', and that much business is expected to develop as a result of the visit.

EFTA's eighth annual report

THE European Free Trade Association has published its eighth annual report covering the year July 1967 to June 1968.

The report records as 'the one major disappointment of 1967-68' the lack of headway in efforts to achieve wider European integration. It refers to the various suggestions for interim solutions put forward within the EEC, and it recalls that EFTA Ministers have expressed their readiness to consider any proposals. It stresses, however, that the wider integration of Europe remains the ultimate aim of the Association.

A new work programme

The annual report summarizes the various subjects which constitute the new programme of work on which the EFTA countries have decided. It falls under these three headings:

- the improvement of the trading opportunities offered by the Free Trade area;
- the clearer understanding of the provisions of the EFTA Convention; and
- the broadening of consultations within EFTA.

Free trade in EFTA

Nineteen sixty-seven was the first year with virtually free trade in industrial products within EFTA, and trade between the EFTA partners was 9.4 per cent higher than in the preceding year. This growth rate did not quite match the rate of earlier years when world trade was brisker. According to the Report the 1967 increase, nevertheless, indicates the positive impact of co-operation between the EFTA countries on their mutual trade.

The annual report includes, as usual, surveys of economic and trade developments affecting the individual EFTA countries in the course of the year under review.

Copies of the Report can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479, 2480).

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

Jessel Securities Ltd. and Wm. France, Fenwick & Co. Ltd.

Malaysian visitor

MR. LAURENCE CHIN, Head of the Quantity Surveying Branch of the Federal Works Department, Malaysia, will be in the United Kingdom as a guest of Her Majesty's Government from September 12-21. His programme will include meetings with members of the Building Materials Export Group, computer manufacturers and visits to some factories.

Mr. Chin has been in the United Kingdom since August 28, attending the Commonwealth Conference of Surveyors and the Twelfth International Congress of Surveyors.

Process plant expert committee to advise Minister of Technology

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has appointed a Process Plant Expert Committee to advise him on polices which could be developed, actions which could be taken and changes which could be made to improve the overall performance of the process plant suppliers in this country. The Committee will have available to it surveys already undertaken by the Committee of Inquiry into Pressure Vessels, by Mr. Freeman on Innovation in Chemical Process Plant and by the Ministry on different sectors of the industry. The new Committee, which has been set up after full consultation with representative bodies, is composed of senior representatives of all interests concerned – manufacturers, trade unions, contractors and user industries. The chairman of the committee is Mr. Roy W. Wright, deputy chairman and deputy chief executive of the Rio Tinto-Zinc Corporation Limited.

World wool technical centre opened at Ilkley, Yorks

TEXTILE LEADERS from 24 countries visited Ilkley, Yorkshire, on September 5 to attend the opening of a £1¼ million wool Technical Centre.

The Centre, built and operated by the International Wool Secretariat on behalf of the 200,000 wool growers of Australia, New Zealand and South Africa, will develop new processes and new products to make wool more competitive in the world's multi-fibre textile industry.

Sir William Gunn, chairman of the IWS and of the Australian Wool Board, who opened the Centre, told the 400 guests that it symbolized the wool growers' acceptance of a responsibility for improving the performance of their fibre in its many end-uses, even though they no longer owned it. He added that its establishment in the heart of a great textile industry also illustrated the new strength of the IWS and the faith of the growers in the future of wool.

The guests – some from as far away as Japan and South America – heard that the Centre would act as a bridge to carry research results from laboratories all over the world to wool processors and manufacturers. Consisting of a laboratory block of 45,000 square feet and a pilot plant of 55,000 square feet where all industrial wool textile operations can be simulated, it will help manufacturers reduce costs and lead to the use of wool in completely new forms.

In addition to its product and process development work, the Centre will also provide supporting facilities for the IWS manufacturing service team of 'trouble shooters' which travel the world solving wool manufacturing problems. It will house the United Kingdom's technical service group and serve as a headquarters for technical studies connected with the setting and maintaining of world Woolmark standards.

The guests, who were welcomed by IWS managing director, Mr. W. J. Vines, included Mr. M. Vives-Jenny, president of the International Wool Textile Organization, from Spain; Mr. James Shaw, chairman of the British Wool Textile Delegation; Professor J. B. Speakman, 'father' of British wool research; and leaders of American and South American wool producers.

Mr. Shaw, speaking on behalf of the United Kingdom wool textile industry, said that there was a wide gap between the discoveries of the scientist and the operative on the mill floor. 'If this new organization here in Ilkley can bridge this gap between scientist and the practical industrialist and bring new methods and systems into our mills quickly and without delay, it will have fulfilled our wildest hopes. Wool is still the best all-round textile fibre. Competition from all kinds of other fibres (some not yet discovered) will grow and intensify. Methods of spinning and manufacture in general are changing considerably and will continue to change with great rapidity, and unless we are way out in front in our forward thinking and planning, we shall be left far behind.'

Rise in exports of British wool textiles

EXPORTS OF British wool textiles in the first seven months of the year totalled £84.2 million, a gain of 1 per cent over the corresponding period of 1967, states the National Wool Textile Export Corporation. 'The steady upward trend which has been evident since the beginning of this year continued in July, when exports reached their highest monthly total, £12.8 million since January 1967,' added the announcement.

Shipments of woollen cloth had made particularly good progress and over the first seven months as a whole were, at £23 million, 6 per cent higher than in 1967. Exports to the United States were 32 per cent higher, and there were encouraging features in trade with European markets in both the EFTA and EEC blocs. Although shipments of worsted cloth and wool yarns at the end of July were still lower overall than last year, the underlying trend in recent months had been steadily upwards, and, barring unforeseen developments, exports of these items should soon begin to show increases.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Postal changes

THE EVENING 'PEAK' in postal traffic, together with the need to raise more revenue, lie at the centre of the Post Office's decision to introduce two major changes on September 16, says a statement issued by the GPO. These are:

(1) A new type of postal service – the first of its kind in the world.
(2) Higher postal charges.

The new charges – first announced earlier this year after approval by the National Board for Prices and Incomes – mean a 1d. increase in the minimum rates, to 4d. and 5d., and are the first major increases in postal charges since 1957. Without them, the postal services would have run into deficit.

Over 35 million items of mail are posted each day. Sixty per cent of them are 'fully paid' (for example, a 4d. letter), and 92 per cent of these are delivered within 24 hours. The rising volume of mail and the evening postal 'peak' were making it increasingly difficult for the Post Office to maintain this 92 per cent delivery – even with mechanization. The new inland letter post will, the Post Office hopes, spread mail traffic more evenly throughout the day.

There will be just two types of inland mail – first class and second class. The Post Office expects a swing to the second class service, and welcomes this. There will be a choice of sending ordinary letters either first class or second class, for 5d. or 4d., and the letter, at 4oz., can be twice as heavy as now. A straight 1d. increase under the old system would have meant that all letters would have cost 5d.

The new service, says the GPO, provides a means of avoiding the increase in exchange for accepting a slight delay in delivery. Despite the price rise, the charges will remain lower than in many other countries.

Beama electricity supply symposium

A MAJOR SYMPOSIUM on power generation, transmission and distribution equipment will be held at the Phoenicia Hotel, Beirut, from November 4 to 7. Organized by the British Electrical and Allied Manufacturers' Association, the event is expected to attract some 150 top personnel from Arab territories and the United Kingdom. Papers to be presented at the symposium will be of considerable interest to senior engineers working in the fields of electric power generation and distribution. They will deal with current United Kingdom developments in power engineering and have been prepared by senior members of the British electrical supply industry and leading plant and equipment manufacturers.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

New COI pocket booklets

REVISED EDITIONS of two Central Office of Information pocket booklets, 'Britain in Brief' and 'Fifty Facts about Britain's Economy', were published by HMSO on Thursday, September 5.

'Britain in Brief' (price 1s. 6d., 2s. by post) has proved to be invaluable both to students, and to businessmen travelling abroad, who may want to have at their finger tips a concise authoritative description of the country and its institutions. Up-to-date figures give details about the British economy, the structure of industry and patterns of trade; recent advances in science and technology; housing and the social services; the arts, press and broadcasting, and the churches.

'Fifty Facts' (price 1s., by post 1s. 4d.), designed primarily for use overseas, gives readers, in tabloid form, a quick idea of the framework and scope of Britain's economy, providing a useful summary for speakers on economic affairs, business men and for students generally.

PIB guide to 'Payment by Results'

THE NATIONAL BOARD for Prices and Incomes has published a popular, shortened version of its 90-page Report No. 65 issued in May 1968, 'Payment by Results Systems' (HMSO, Cmnd. 3627). It is a 20-page pamphlet with the simple title 'Payment by Results, NBPI Guide', for distribution primarily to those closely connected with industrial relations at the place of work, most particularly those who play a part in evolving and operating PBR systems.

The NBPI Guide on Payment by Results ('PBR Guide' for short) is available free from the Information Section, National Board for Prices and Incomes, Kingsgate House, 66/74 Victoria Street, London, S.W.1. 'Help Yourself' is also available from the same office. Full Board reports are obtainable from HMSO.

'New Technology'—September issue

WHY IS IT that in *The Times*' 1967 list of the 300 largest industrial companies none of the 10 companies with the highest return on capital employed are among the 100 largest companies? Why do the 100 largest companies include nine of the 11 with the lowest return? These and other questions on the relationship between the size and efficiency of engineering companies are discussed in the main article in the September issue of 'New Technology', which is published by the Ministry of Technology.

Other features in the issue include the application of techniques developed by the Forest Products Research Laboratory to furniture manufacture, and the British Standards Institution's 'Technical Help to Exporters' service.

Copies, free from Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 2345, Ext. 414).

BSI electrical equipment digests

BRITISH STANDARDS INSTITUTION have announced the second issue of the electrical digests in the Technical Help to Exporters Scheme in a more comprehensive form. The digests appear in three parts. Part A, domestic and commercial equipment; Part B, Industrial; and Part C, equipment for flammable atmospheres. Parts of this second issue have already been published for Denmark, Sweden, and France. Others will appear shortly for: Finland, Norway, The Federal Republic of Germany, The Netherlands, Italy, Belgium, Switzerland and Austria.

Further digests in a more comprehensive form are to appear for Spain, Portugal, Luxembourg and the United States.

NCQR newsletter

THE SEPTEMBER issue of the National Council for Quality and Reliability Newsletter—in its new form—contains a message from the retiring chairman, Mr. H. W. Mander, together with features which include articles on 'Motivation, costing and testing', and 'A check list for the buyer of capital equipment'.

Import duty on carpets

ON JULY 1, 1968 a change was made in the basis of charging import duty on certain textile products. Before that date the rates of duty for such goods varied according to the *value* of the silk and/or man-made fibre components of the goods, measured as a percentage of the total *value* of all the components. Since July 1 the rates have varied according to the *weight* of these components measured as a proportion of the total weight of the goods. Although the revised basis of classification came into effect on July 1, importers have been given the alternative of entering their goods on the old basis if they so wish for a limited period ending on December 31, 1968.

In introducing the relevant Order (SI 1968 No. 679), Mr. Dell, Minister of State, Board of Trade, told the House of Commons on May 21 that 'In the case of carpets containing man-made fibres representations had been made that the change is likely to result in a significant permanent increase in duty. For these goods we shall consider, in consultation with the trades and industries concerned, whether it is feasible to make some further lasting adjustment to the tariff.'

In accordance with the Minister's statement, any importer or distributor of imported carpets classifiable in tariff heading 58.01 or 58.02 is invited to submit to the Board of Trade by October 4, 1968 details of the effect of the change in the basis of classification on the types of carpets with which they are concerned. A questionnaire describing the information required may be obtained from the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2495/2713).

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.22	3-Trifluoromethylaniline	750
29.35	5-Mercapto-1-phenyltetrazole	13036

The Composite Goods Order, 1968

THE TREASURY has made the Composite Goods Order, 1968, which consolidates Goods (Amendment) Order, 1964, and the Composite Goods (Amendment) Order, 1968, under which duty is charged on certain imported composite goods containing hydrocarbon oil. In addition, the Order imposes hydrocarbon oil duty at the rate of 4½ per cent *ad valorem* on imported firelighters containing heavy oil. Duty paid oil is used in making firelighters in the United Kingdom and this Order imposes duty, at a comparable level, on similar imported products.

This Order came into operation on September 5 and has been published as Statutory Instruments 1968 No. 1381.

Copies of the Order are obtainable direct from HMSO. Price 9d.

The Import Duties (Temporary Exemptions) (No. 4) Order, 1968

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 4) Order, 1968, which provides that the goods listed in Schedule 1, mainly chemicals and certain other goods, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals and certain other goods, shall continue to be temporarily exempt from import duty until January 1, 1969, except for items for which an earlier day is specified in the Order.

The Order came into operation on September 5 and has been published as Statutory Instruments 1968 No. 1384.

Copies of the Order are obtainable direct from HMSO. Price 9d.

The Import Duty Drawbacks (No. 7) Order, 1968

THE TREASURY has made the Import Duty Drawbacks (No. 7) Order, 1968.

This Order:

(1) provides that there shall continue to be drawback of import duty in respect of certain photo-copying apparatus, notwithstanding the reclassification of those goods in a tariff heading (90.07) which would otherwise render them ineligible for drawback, and also corrects the description of goods for which drawback is allowable under that heading;

(2) provides for the allowance of drawback of import duty on the exportation of furniture manufactured from certain imported plywood, blockboard, laminboard and battenboard;

(3) revises the rates of drawback of import duty in respect of certain specified linseed oil and linseed oil goods manufactured from imported linseed or linseed oil; and

(4) revokes the existing fixed rate of drawback of import duty for exported syrups and treacles and provides for drawback to be related to the duty paid on the imported sugar actually used in their manufacture.

The Order came into operation on September 5 and has been published as Statutory Instruments 1968, No. 1385.

Copies of the Order are obtainable direct from HMSO. Price 9d.

The Import Duties (General) (No. 8) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 8) Order, 1968.

The Composite Goods Order, 1968 (SI 1968 No. 1381) imposes hydrocarbon oil (revenue) duty on imported firelighters containing heavy oil. This Order adds a new sub-heading for such firelighters to heading 36.08 of the Customs Tariff to preserve the existing level of protective duty (8 per cent).

To accord with a Classification Opinion of the Customs Co-operation Council, the Order also amends heading 90.07 of the tariff by including photo-copying apparatus (not contact type) specifically within its scope. The present rate of import duty is preserved.

The Order came into operation on September 5 and has been published as Statutory Instruments 1968 No. 1383.

Copies of the Order are obtainable direct from HMSO. Price 9d.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*

Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Aviation and Shipping

321,000 tons of cargo handled at British airports in 1968

THE BRITISH Airports Authority, in its annual report published on September 10, states that a net profit, before tax, of £3.49 million resulted from its second year of ownership and operation of the three London airports at Heathrow, Gatwick and Stansted, and Prestwick Airport in Scotland.

In the year ending March 31 air traffic through the four airports increased substantially, and together they handled:

15 million passengers (5.5 per cent more than 1966/67)

321,000 tons of air cargo (an increase of 11.8 per cent on the previous year)

365,000 aircraft movements (5.9 per cent up)

Income increased by 13.8 per cent to £19.2 million for 1967/68, and – after setting £3.1 million to depreciation and before interest and tax – the Authority returned a trading profit of £6.28 million for the year, which compares with £5.4 million for the previous year, and represents a return of 10.98 per cent on the average net assets of £57.25 million.

The report states that Heathrow Airport, for London, was now by a substantial margin the busiest port in the world for international travel. The 9.65 million passengers who passed through Heathrow on international flights in 1967 compare with the 6.68 million international passengers who travelled through Kennedy Airport, New York, the world's second busiest airport in this respect. On the cargo side the £1,175 million by value of goods imported and exported by air through the Authority's airports (which represents 10 per cent of the United Kingdom total) was an increase of 22 per cent on the previous year – compared with an 8 per cent rate of increase for 1967/68 in the total value of the country's imports, exports and re-exports.

Welsh Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Councillor S. T. Ithell, OBE, JP, and D. Morley-Smith as members of the Welsh Advisory Committee for Civil Aviation under the chairmanship of the Rt. Hon. Lord Granville West, for the remainder of the current period until January 22, 1969.

These appointments strengthen the representation from North Wales and fill the vacancy created by E. Quinton Hazell, MBE, AMIMI, who has resigned because of business commitments.

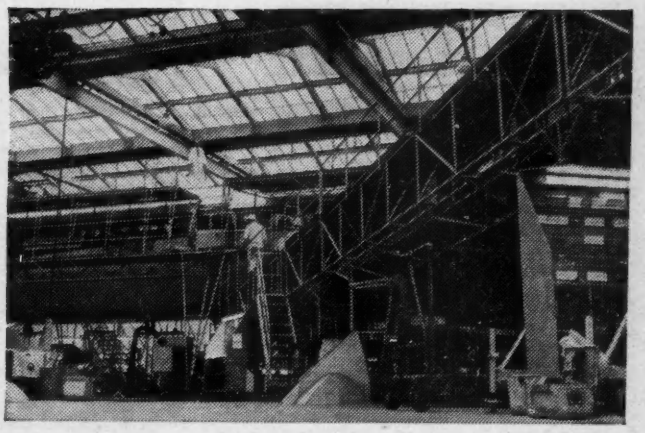
Consolidation and amendment of patents rules

THE PATENTS RULES 1968 were published on September 12; these Rules, which come into operation on November 1, 1968, consolidate and amend the existing Patents Rules 1958 which have been amended several times. The principal changes now made are a new Rule making provision for certain documents to be open to public inspection, and modifications of the Form of Patent and the Form of Patent of Addition.

Copies of the Patent Rules (S.I. 1968, No. 1389) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 7s. 6d. (by post 8s. from HMSO PO Box 569, London, S.E.1), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2231).

Notes:

The existing Patents Rules have been consolidated in response to requests from the public. In addition, a new rule (146) will allow public inspection, after the complete specification has been published, of more classes of documents filed in the Patent Office in connection with a patent application, or a granted patent, than are open to public inspection at present.



A development engineer has devised a special platform scaffolding with two-level walkways which will speed the work of painters who keep the British Overseas Airways Corporation fleet of jet aircraft looking smart. Once in position against the aircraft, the platforms do not require any further moving, and they allow fitters to carry on with their work beneath them. The picture shows the new scaffolding in position against a BOAC jet in a hangar at London Airport.

Appeal against East Anglia air service licence dismissed

THE BOARD OF TRADE have dismissed an appeal by British Eagle International Airlines Ltd. against the granting by the Air Transport Licensing Board of a licence to Channel Airways Ltd. to operate on the route Norwich and/or Stansted and/or Southend/East Midlands/Liverpool.

The decision by the Board of Trade accords with the recommendations of Mr. P. L. Bushe-Fox, CMG, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Orders are available on request from the Board of Trade, Branch CA1(2a), Room 282, Shell Mex House, Strand, London, W.C.2.

Mercantile Marine Office change of address

THE Mercantile Marine Office, Exchange Buildings, 10 King Street, Newcastle-upon-Tyne, will close down after business hours on September 30. The business will then be transferred to the Mercantile Marine Office, 25/26 Market Place, South Shields (Tel. 0894 3 63937).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

New Books

Why Growth Rates Differ: Postwar Experience in Nine Western Countries, by Edward F. Denison. (515 pages. Brookings Institution, Washington. Distributed in the United Kingdom by Allen & Unwin. £5; paperback £2). In an earlier study, *The Sources of Economic Growth in the United States and the Alternatives Before Us* (New York, Committee for Economic Development, 1962), Mr. Denison provided estimates of the amount by which various income determinants would have to be changed to raise the United States national income sufficiently to add an extra one-tenth of a percentage point to the growth rate over a 20 year period. That study was widely recognized as an important contribution to economic growth analysis. The present volume is a sequel to it, and contains the results of an attempt, by the application of similar techniques, to measure the sources of growth in the United States and eight European countries (including the United Kingdom) from 1950 to 1962. The earlier study, which had shown that it was very difficult to raise the United States growth rate by whole percentage points, raised the question of how some other countries had achieved much higher growth rates than the United States in the postwar period. Mr. Denison has assembled facts upon which an assessment of the reasons can be based, by alocating the growth rate achieved by each country between the contributions made by over 20 sources of growth, each of which is examined in some detail. 184 statistical tables are included in the text of the 21 chapters and 15 appendices. The volume also contains a 24 page bibliography and a 20 page index.

Advertising and the Community, edited by Alexander Wilson. (231 pages. Manchester University Press, 316-324 Oxford Road, Manchester 13. £2 2s.) The general ethos in Britain has seldom been favourable to business, and the advertising industry has probably been subjected to well-meaning but ill-informed criticism more often than any other major industry. This is hardly surprising since its practitioners earn a living by projecting their output into the public eye. Attitudes to advertising of the general public, businessman and even advertising practitioners tend to be confused and confusing. Much of the criticism of advertising has been both valid and negative. Much of the defence of advertising has concentrated on combating inanities and exaggerated moral judgments of a highly subjective nature. These arguments are often tinged with a love-hate relationship between academics, moralists and advertising professionals. And in the end we are left with a great many imponderables on which to base public legislation, such as the effects of advertising on consumers, its effectiveness for advertisers, its real costs to the community. This book represents an effort to bring about a more balanced and informed outlook. It is based on papers presented to two conferences held at Manchester in 1966 and 1967. These have been rewritten and approach the many-sided aspects of a highly topical subject from a variety of viewpoints. Among the contributors are Elizabeth Ackroyd of the Consumer Council, J. C. Braun of the Advertising Standards Authority, Archie Graham of the Independent Television Authority, James O'Connor of the IPA, Francis Noel-Baker, MP, Maurice Zinkin of Unilever, and Professors John Cohen, Richard Hoggart and Harry Street. The book is intended for students and practitioners of advertising, and for economists, sociologists, marketing men, civil servants and legislators. The intelligent consumer will find fascinating reading in many of the chapters.

ISBA Standards in Appraising Market Research Agencies and the Services they Provide. (11 pages. Incorporated Society of British Advertisers Ltd., 45 Hertford Street, London W1. 5s.) The Society hopes that this document will be of help to advertisers with little or no experience of buying market research – particularly consumer surveys – from outside agencies. It is also hoped that it will serve as a useful reminder to more experienced research buyers in their selection and dealings with their research suppliers.

Trade United Kingdom-Spain Prospects 1968. (18 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 5s.) This was the first outgoing mission from the London Chamber of Commerce in a series of six-monthly exchanges inaugurated when a group from the Madrid Chamber of Industry visited London in October 1967. Ten firms took part in the mission, which was essentially concerned with selling and exploration.

British Building Materials Sales Mission to the Kingdom of Saudi Arabia and the Arabian Gulf, 1st-30th April 1968. (119 pages. Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London SW1. 21s., post free.) In 1967 BMEC organized a Sales Mission to the Gulf States consequent upon reports of previous fact-finding Missions, as it had become apparent that a Mission whose purpose was to sell British products was clearly needed. It was intended at that time to carry out a prolonged tour, visiting the whole of the Gulf area but, due to the uncertainty caused by the war in the Middle East, it was decided to carry this out in two parts. The first part was undertaken in October 1967 and included Athens, Kuwait, Bahrain, Abu Dhabi, Doha and Dubai. The present Mission carried out in April 1968 was, in fact, an extension of the previous one and, on this occasion, the tour began with the Kingdom of Saudi Arabia and continued with Bahrain, Abu Dhabi, Dubai and Kuwait. This report therefore covers some of the areas previously visited and the findings at this time are in many cases still applicable, but changes which have come about since then have been added and information not available previously has been included.

Innovation for Profit: a Sira Conference . . . (206 pages. Adam Hilger Ltd., 98 St. Pancras Way, London NW1. £3 3s., post free.) This book reproduces, from the authors' own typescripts, the papers presented at a conference held in Eastbourne during May 1968 by the British Scientific Instruments Research Association. The conference highlighted problems of phasing instrumental innovations profitably into industrial enterprises, and suggested how technological advances over the next decade or so would present new problems and new opportunities to the instrument industry. The valuable discussions that followed the papers are lengthily summarized at the end of the book.

Supervision: Principles and Techniques, by Bruce Yuill. (358 pages. George Allen and Unwin Ltd. £2 15s.) The development and training of supervisors is extremely important for accomplishing the work of any organization. To be effective the training programme must be comprehensive in terms of subject matter, and it must also be implemented in such a way that the supervisor must learn the human skills of supervision. The author believes that supervisory trainees must participate actively in their own development, and this book is intended as an aid to, rather than a substitute for, such participation. The author sets out to provide the supervisor with a sound knowledge of supervisory principles and modern techniques which are consistent with the findings of the management theorist and the social psychologist. The book is written on the assumption that through it the supervisor will gain insight into human behaviour, so that he may learn to understand social situations, and thus be more competent to discharge his functions. This volume is number 2 in the *International Business Management Series.*

Multi-Purpose ETV on a Budget: a Guide to Television in Education and Training, prepared by The Television Research and Training Unit of the University of London Goldsmiths' College (23 pages. Published by the British Association for Commercial and Industrial Education, 16 Park Crescent, Regent's Park, London WIN 4AP. 10s. members, 15s. non-members, post free.) Many organizations have begun to see the possibilities of closed circuit television, and want to bring its resources to bear on their own work. Few places wish to budget for a costly studio installation and, even if money is available to set up a closed circuit television studio on traditional lines, the installation may still prove inadequate to cope with the demand for mobility. A possible answer to both these problems is a multi-purpose unit which has been evolved by Tony Gibson, under the auspices of Hertfordshire Education Authority and continued through the establishment of the Television Research and Training Unit of Goldsmiths' College. In this booklet Mr. Gibson describes the five levels of sophistication which can be reached within his equipment, and the range of teaching applications within reach of low cost television. Five systems of operation are illustrated and also the 'Ministudio' arranged for use with one operator. The author also describes how it is possible to build up a complete studio on a budget by phasing the cost of installing the equipment. Prices are given in every case and a list of suppliers is provided.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7146).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics Market Intelligence Library** *at Hillgate House,* 35 *Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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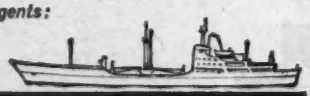

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Sept. 17-19	**Miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)**

Electrical and electronic spares and components; radio receiving sets; oscilloscopes; test sets; aircraft components and ground equipment; cameras and photographic equipment; laboratory equipment; household and office furniture; generators; compressors; machine tools including centre and capstan lathes; universal, horizontal and engraving machines; presses; wood-working machines etc; instrument jewels; vehicle spares and components; engines; axles; bearings; wheels; large quantity of tyres; body panels; MT equipment and tools; fitted workshop trailers; vehicle servicing trailer; 5-ton four wheel trailers; trailer mounted circular saw units; textiles including Wigan cloth; blankets; vests; drawers; clothing; stockinette; webbing; canvas; rag waste; nylon materials; waterproof covers; camp and catering equipment.

October 1-4.	**Vehicles, lifting and moving equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Seven Princess saloons; Morris 'Mini Minor' saloons, commercial utility vans, and 'Minibuses'; Ford 'Zephyr', 'Consul', 'Popular' and 'Escort' saloons Hillman 'Huskys'; Vauxhall 'Victor' saloons; Standard 'Ensign' estates; commercial vans and trucksr two wheeled 10 cwt. and 1-ton trailers; Land Rovers; Scammell trailers and breakdown trucks and mechanical horses; Leyland 10-ton tipping truck; AEC 'Matadors'; Morris-Commercial water tankers, 200 galls; Bedford drop-side trucks and hydraulic tippers; Scammell two wheeled platform trailers; Commer workshop vans; Bedford petrol tankers; Humber signal vans; Bedford 'Utilecons'; cranes; break-down trucks; heavy duty trucks and trailers etc.

October 9	**Miscellaneous stores**	**TA and VR Centre, Meadowforth Road, Stirling.**	**Dixon & Wallace Ltd, (Dept. L), Bank Buildings, Graham Square, Glasgow E.1. (Tel. Bridgeton 2447).**

Machine tools; aircraft spares and motor transport spares; plant and equipment; amosite asbestos pipe covering; clothing and textiles including greatcoats; jerseys; gloves; rubber boots; ankle boots; kitchenware; a large quantity of blankets; furniture and a large assortment of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

NISSEN HUTS

100 Nissen Huts size 16ft × 36ft and 24ft × 66ft are to be sold at the Ministry of Defence auction sale to be held at BRANSTON on September 17 to 19, 1968. Further details and catalogues, price 1s. 0d. (postal order only), available from the auctioneers, Arnold & Son, 'Modwena House', 13 Market Place, Burton-on-Trent, Staffs.

SALE BY TENDER

MACHINE TOOLS

Horizontal and vertical borers; bench, pillar and radial drills; tool grinders; gear cutters; turret, capstan and centre lathes; horizontal and universal millers; engraving, shaping, slotting, and woodworking machines etc. Located at Woolston, Gosport and Portsmouth, Hants. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii(A)), First Avenue House, High Holborn, London. W.C.1. Tenders must be returned by 10 am October 3, 1968.

ARMY SURPLUS VEHICLES IN HONG KONG

During the course of the next nine months a quantity of Surplus British Army vehicles will become available for sale in HONG KONG. Approximate quantities are:—

Truck ¼ ton	90
Truck ½ ton	30
Truck 3 ton	90
Trailer ½ ton	220
Trailer 1 ton	130

Collection and shipping arrangements will be the responsibility of the purchasers. Export from Hong Kong is subject to control and licenses will be required.

Private Treaty sales will be considered.

For further details write to: Command Secretary, Headquarters Land Forces, Hong Kong, British Forces Post Office 1.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+21	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+29	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+79	+47
1965	129	132	155	148	126	..	160	130	169	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	161	183	163	+199	+129	+30	+ 6
1967	132 (1)	133	169	164	131	101	171	128	166	200	185	+101(1)	— 47	—30	+10
1966 4th quarter	133	132	163	158	127	99	163	133	159	186	168	— 4	+ 11	+ 4	—24
1967 1st quarter	132	132	165	160	129	100	165	127	163	189	174	+ 37	— 8	— 7	+14
2nd quarter	132	133	168	161	129	100	174	133	174	196	185	+ 46	+ 12	—11	+14
3rd quarter	133	133	171	165	132	102	172	125	164	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	163	207	194	+ 50(1)	— 32	+ 5	+ 2
1968 1st quarter	136 (1)	137	177	175	139	106	176	120	181	208	194	—126(1)	—129	+ 3	+46
2nd quarter		138*				102		124*	173*				+ 97*	+15*	Nil
1968 January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									
June		139*				103									
July						102									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average			Quarter or quarterly average	at current prices	
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands				1958	1958
Value in base year, £m.			—		—	—	—					3,834	3,250	series shown in £ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193		121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240		130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567		148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784		150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821		158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411		168	155	—514
1966 4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641		147	164	+141
1967 1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392		164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419		167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472		162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359		178	138	—370
1968 1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184			203	181	—134
2nd quarter	138*	125*	125·0	+4·5	122·8	141·3	185·7	550	180			201	180	
1968 January	143	114	121·6	+2·6	123·3	137·9	184·2	520	183			194	185	
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185			208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184			206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180			203	180	
May	140*	123*	124·9	+4·6	122·0	141·3	185·8	545	181			207	178	
June	138*	125*	125·4	+4·6	122·9	141·5	186·0	569	178			193	182	
July			125·5	+5·3	122·1*	141·5*	186·6	580	180			210	188	
August					122·2*	141·5*		585	179					

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Trends in private pension funds' investments

TOTAL NET investment by private pension funds in the second quarter of 1968 is estimated at £73 million, the highest level of investment since the fourth quarter of 1966, and £9 million higher than in the previous quarter.

Investment in public sector securities recovered from last quarter's disinvestment of £17 million to an investment of £10 million, consisting mainly of an investment of £9 million in long-dated Government securities. For the first time since the second quarter of 1967 there was a total net investment (of £3 million) in United Kingdom local authority securities.

Although the level of investment in company securities in the second quarter of 1968 was virtually unchanged compared with the previous quarter, investment in ordinary shares was £6 million lower, thus reversing the upward investment trend that has been apparent over the last 18 months. Investment in debentures increased by £3 million over the previous quarter, but at £7 million was still well below the average quarterly investment in 1967. Disinvestment of £1 million in preference shares was in line with the trend which, except for two isolated quarters, has continued almost uninterrupted since the passing of the 1965 Finance Act.

There was a substantial fall in investment in land, property and ground rents, from an average investment of £15 million in the previous three quarters to only £6 million this quarter. Investment in property unit trusts at £6 million was slightly higher than in the first quarter of 1968.

Holdings of cash and other short term assets rose on a smaller scale than in the previous quarter (£4½ million compared with £16 million); the largest part of the rise occurred in holdings of local authority bills and temporary money.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT									TRANSACTIONS 2nd quarter, 1968 (2)		
	Year 1965	Year 1966	Year 1966 (2)	1967 (2) 1st quarter	1967 (2) 2nd quarter	1967 (2) 3rd quarter	1967 (2) 4th quarter	Year 1967 (2)	1968 1st quarter (2)	Assets Acquired	Assets Realized	Net Investment
Public sector securities:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	+ 11·7	— 9·2	— 9·9	+ 5·4	+10·3	—25·1	— 5·3	— 14·7	— 6·5	26·9	28·1	— 1·2
Over 5 and up to 10 years	+ 13·9	— 40·0	— 38·9	— 5·0	+14·4	— 1·1	— 0·7	+ 7·7	— 1·2	5·4	4·4	+ 1·1
Over 10 and up to 15 years	+ 31·1	— 34·4	— 32·8	—20·0(4)	— 4·7	+ 6·4	+ 2·1	— 16·1	— 1·5	1·9	2·8	— 0·9
Over 15 years	— 4·8	+105·4	+100·3	+46·9	—35·3	+ 1·0	+ 43·8	+ 56·5	— 7·1	37·6	28·7	+ 8·9
Undated	+ 1·5	+ 6·7	+ 6·8	+ 1·3	— 4·1	+ 0·2	— 0·2	— 2·7	+ 0·2	2·1	2·6	— 0·4
United Kingdom local authority securities:												
Quoted:												
Period to maturity:												
Up to 10 years	+ 3·5	— 2·1	— 1·6	— 3·0	— 2·2	— 2·4	— 3·0	— 10·6	+ 0·4	6·1	2·8	+ 3·2
Over 10 and up to 15 years	+ 4·0	+ 4·3	+ 4·3	+ 1·5	+ 3·3	— 2·3	— 2·5	+ 0·1	— 0·1	0·6	0·5	+ 0·1
Over 15 years and undated	+ 11·4	+ 0·2	+ 0·4	+ 6·0	+ 6·3	— 1·9	— 3·4	+ 7·0	— 1·3	2·4	2·6	— 0·2
Unquoted	+ 1·1	— 1·9	— 1·6	— 1·2	+ 0·7	— 0·6	+ 3·1	+ 1·9	+ 0·4	3·6	3·9	— 0·3
Total of public sector securities	+ 73·5	+ 28·8	+ 26·7	+31·9(4)	—11·4	—25·8	+ 34·0	+ 29·0	—16·7	86·6	76·4	+10·2
Other investments:												
Company securities:												
Ordinary shares	+101·6	+124·4	+109·3	+21·6	+27·5	+34·4	+ 38·4	+122·0	+45·9	91·6	51·6	+40·1
Preference shares	— 7·0	— 3·0	— 2·9	— 0·4	— 1·1	— 1·7	+ 0·4	— 2·8	— 3·2	1·3	2·4	— 1·1
Debentures, etc.	+ 94·0	+106·6	+ 99·8	+16·1	+16·1	+12·3	+ 14·7	+ 59·3	+ 3·6	22·4	15·7	+ 6·7
Mortgages and loans	+ 5·1	+ 3·3	+ 3·0	— 1·0	+ 1·5	+ 0·9	— 0·6	+ 0·8	— 2·7	2·2	1·1	+ 1·1
Overseas, government, etc., securities	— 3·3	— 4·5	— 3·9	+ 0·8	— 0·7	— 0·3	+ 4·0	+ 3·7	+ 0·6	1·8	2·2	— 0·4
Other investments	+ 22·8	+ 26·1	+ 26·3	+ 8·9	+ 7·0	+17·1	+ 18·5	+ 51·5	+20·6(3)	13·0	0·8	+12·1(3)
Total of other investments	+213·2	+253·3	+231·9	+46·1	+50·3	+62·7	+ 75·4	+234·5	+64·9	132·3	73·9	+58·4
Total of investments	+286·7	+282·1	+258·7	+78·0(4)	+38·9	+36·9	+109·4	+263·4	+48·2	218·9	150·3	+68·6
										BALANCES		
										Mar. 31, 1968	June 30, 1968	
Cash and other short-term assets:												
Cash in hand and with UK banks	— 0·2	+ 13·9	+ 13·5	—17·4	+16·7	+ 6·0	— 13·0	— 7·8	— 5·0	37·6	38·1	+ 0·5
UK local authority bills and temporary money	— 7·8	— 7·3	— 6·6	— 3·4	+18·4	+17·1	— 31·9	+ 0·1	+19·6	41·5	43·5	+ 2·0
Other short-term assets	+ 1·0	+ 3·2	+ 1·0	— 4·1	+ 0·2	+ 1·8	+ 4·2	+ 2·0	+ 2·5	26·8	26·6	— 0·2
Short-term liabilities	— 6·0	+ 0·2	+ 0·4	+ 1·2	— 3·6	+ 1·3	— 0·3	— 1·3	— 1·3	16·0	13·7	+ 2·3
Total net cash and other short-term assets	— 12·9	+ 10·0	+ 8·3	—23·8	+31·7	+26·2	— 41·0	— 7·0	+15·8	89·9	94·5	+ 4·6
Total net investment	+273·8	+292·1	+267·1	+54·2(4)	+70·6	+63·1	+ 68·4	+256·4	+64·0			+73·2

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.
(3) Includes Property Unit Trust Units amounting in total to £5·4 million in 1st quarter, 1968, and £6·1 in 2nd quarter, 1968. Up to the end of 1967 this item was included with 'Ordinary Shares'.
(4) Amended figure.
— = Nil or less than £·05 million.

WHOLESALE PRICE INDEX NUMBERS

Little change in materials prices in August

FOLLOWING RELATIVELY SHARP movements in recent months largely caused by changes in copper prices, the provisional index for prices of basic materials and fuel used in manufacturing industry was only slightly altered in August. A small upward movement was mainly due to increased prices for imported sugar and cocoa, partly offset by a fall of raw wool. The provisional August figure was the same as that for December last year.

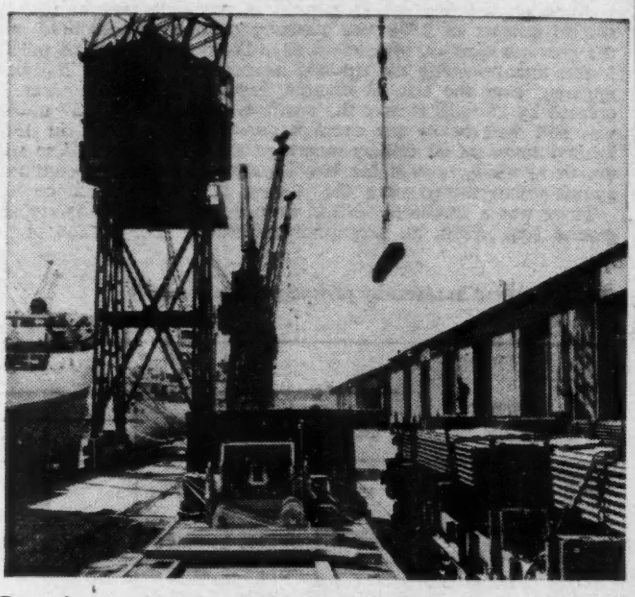
Output prices, too, showed little change. The provisional index for home market sales of all manufactured products increased fractionally because ouput prices in the tobacco industry were higher than their July average. This, however, was the result of increases in price occurring part way through July, the full effect on the index appearing only in August.

Materials and fuel used by broad sectors of industry

The provisional index for prices of materials and fuel used in the food manufacturing industries rose slightly, increases for imported sugar, cocoa and home produced beet being only partly offset by reductions in cereals prices, both home produced and imported. The index was however 1 per cent below its level at the end of last year. Further reductions in prices for copra, palm oil and palm kernels resulted in a fall of ¼ per cent in the index for the chemical and allied industries. Other sector indices either showed fractional downward movements in August or were unchanged.

Output of broad sectors of industry

Provisional index numbers for home market sales were unchanged from their July levels in most sectors, but there was a slight downward movement in the food manufacturing industries due to lower wheat offal prices, and slight increases in clothing and footwear and in the timber industries. During 1968 increases have ranged from ½ per cent in the iron and steel industries to 5 per cent in the timber, and 6½ per cent in the paper industries. The latter two industrial groups also show the heaviest increases during the same period in the index numbers for prices of materials and fuel used.



Part of a consignment of 730 tons of Frodingham straight web steel sheet piling being loaded on the 'City of Lancaster' at Middlesbrough. The piling, supplied by the British Steel Piling Co. Ltd., is being used to build a 2,000-feet long lighterage wharf in Abu Dhabi, Trucial States. Over half the total tonnage required, about 2,800 tons, has now been shipped and the remainder is expected to be shipped by the end of September.

1. Materials purchased by broad sectors of industry – 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967			1968		1967	1968							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·5	108·6	113·6	120·6	118·8	108·5	119·5	120·8	121·5	119·1	118·2	119·0	118·2*	118·4*
	Basic materials	102·7	102·6	108·3	115·9	113·8	102·6	114·6	116·1	116·9	114·2	113·2	114·1	113·3	113·4*
	Fuel	152·3	154·4	156·5	156·6	156·8	154·4	156·6	156·6	156·6	156·8	156·8	156·8	156·8*	156·8*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·8	110·9	116·7	125·3	122·8	111·1	123·3	125·7	126·8	123·5	122·0	122·9	122·1*	122·2*
	Basic materials other than fuel	102·2	103·3	110·0	119·8	116·8	103·5	117·4	120·3	121·6	117·6	115·9	116·9	116·1*	116·1*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·6	103·7	107·5	110·8	110·8	103·3	111·3	110·4	110·5	110·6	110·8	111·3	110·0*	110·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	115·6	116·9	119·0	124·9	125·2	117·0	124·0	124·9	125·6	125·3	125·4	124·9	122·8*	122·5*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	146·1	146·7	150·9	156·9	153·9	146·5	154·7	157·2	158·8	155·0	152·8	153·8	153·3*	153·1*
361	Materials and fuel used in the electrical machinery industry.	137·8	138·7	145·0	154·2	148·9	138·7	150·2	155·4	157·2	150·8	147·2	148·7	147·7*	147·6*
Order X	Materials and fuel used in the textile industries	94·3	91·6	93·8	99·9	99·9	91·2	99·6	100·1	100·0	99·9	99·6	100·2	100·1*	100·0*
Order XIV	Materials and fuel used in the timber industries	122·4	122·7	124·6	130·3	132·0	122·7	129·4	130·1	131·1	131·5	132·0	132·5	132·7*	132·7*
Order XV	Materials and fuel used in the paper industries	113·6	113·8	115·8	119·2	122·1	113·7	118·9	119·2	119·5	121·9	122·2	122·2	122·4*	122·4*
Order XVII	Construction materials	133·7	134·5	136·2	139·2	140·2	134·4	138·3	139·2	139·9	140·0	139·8	140·6	140·7*	140·6*
Part of Order XVII	House building materials	134·7	135·7	137·7	141·4	142·8	135·7	140·4	141·4	142·4	142·6	142·5	143·4	143·5*	143·5*

*Provisional figures

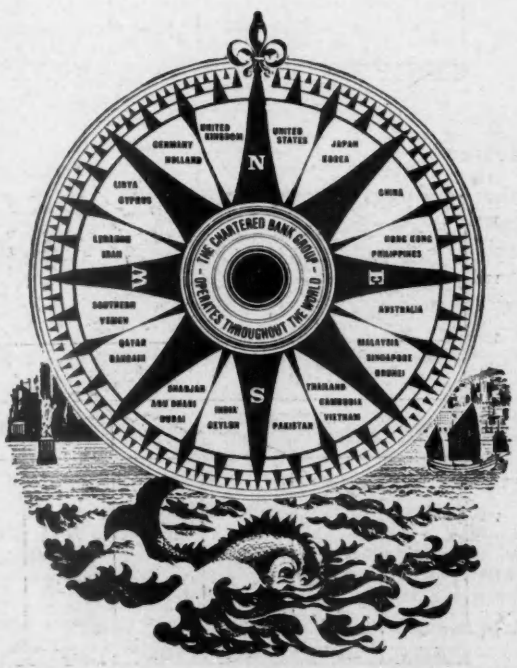
2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967			1968		1967	1968							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.
Orders III to XVI	All manufactured products: Total sales	133·7	134·6	135·9	139·1	141·6	134·6	138·0	139·1	140·2	140·9	141·9	142·0	142·2*	142·3*
	Home market sales	134·4	135·1	136·0	138·7	140·9	135·1	137·5	138·7	140·0	140·7	140·9	141·1	141·3*	141·4*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	132·2	134·4	136·1	139·8	142·4	134·5	138·6	139·8	141·0	141·5	142·7	142·9	142·9*	142·9*
	Home market sales	133·6	134·7	135·9	139·2	141·3	134·7	137·9	139·2	140·6	141·1	141·3	141·5	141·5*	141·5*
211 to 229	Products of the food manufacturing industries: Home market sales	125·5	125·5	126·3	128·6	130·5	125·4	127·4	128·8	129·7	129·9	130·5	131·0	130·8*	130·7*
263 to 277	Chemicals and allied industries: Total sales	108·8	110·0	110·6	114·7	115·9	110·1	114·0	114·7	115·4	115·8	115·8	116·1	115·6*	115·6*
	Home market sales	109·9	111·0	111·6	115·7	117·0	111·2	114·9	115·7	116·5	116·9	117·0	116·9	116·3*	116·3*
311 and 312	Iron and steel industries: Total sales	136·4	136·7	137·3	138·1	138·8	136·8	137·8	138·1	138·4	138·5	138·9	138·9	138·9*	138·9*
	Home market sales	142·1	142·1	142·5	142·9	143·4	142·1	142·7	142·9	143·2	143·4	143·4	143·4	143·4*	143·4*
Orders VI to IX	Engineering and allied industries: Total sales	139·6	140·6	142·2	145·3	148·2	140·7	144·4	145·3	146·1	146·7	148·9	149·0	148·9*	148·9*
	Home market sales	137·2	137·9	139·3	142·6	144·2	137·9	141·4	142·6	143·7	144·1	144·2	144·4	144·3*	144·3*
Order X	Textile industries other than clothing: Total sales	113·7	112·6	113·0	115·9	117·1	112·7	115·5	116·1	116·1	116·5	117·3	117·5	117·7*	117·7*
	Home market sales	111·2	110·6	111·2	114·0	114·8	110·7	113·6	114·0	114·3	114·5	114·6	115·1	115·4*	115·4*
Order XII	Clothing and footwear: Home market sales	120·3	120·5	120·7	121·6	122·3	120·5	121·3	121·6	121·8	121·9	122·3	122·7	122·8*	122·9*
Order XIV	Timber industries: Home market sales	125·3	125·4	126·0	131·1	133·1	125·5	129·9	131·3	132·2	132·7	133·2	133·4	133·3*	133·4*
481 to 483	Paper industries: Home market sales	120·7	120·9	120·3	126·2	128·4	120·8	124·7	126·4	127·6	128·4	128·4	128·4*	128·3*	128·3*
Order XVII	New construction‡	142	143	143	145	147*				145			147*		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

(Continued on next page)



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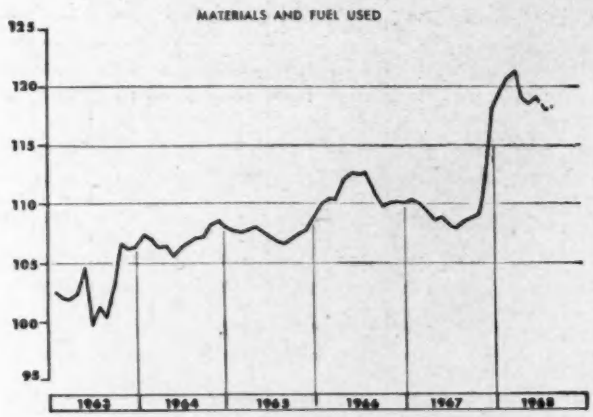
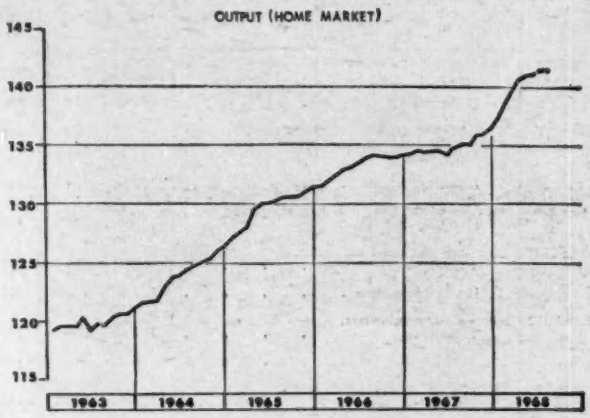
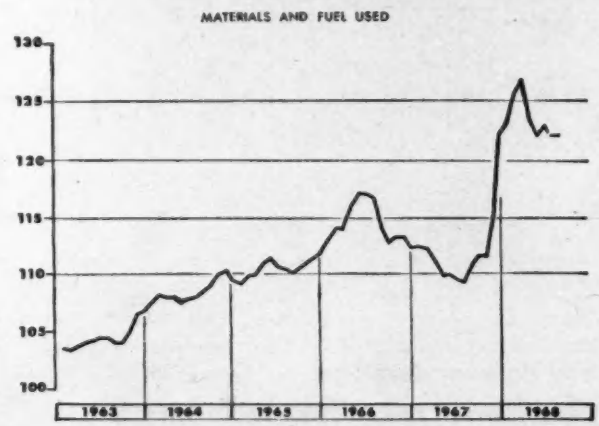
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

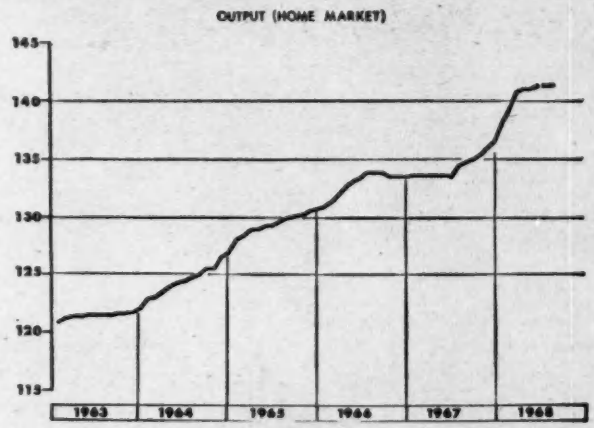
ALL MANUFACTURING INDUSTRY



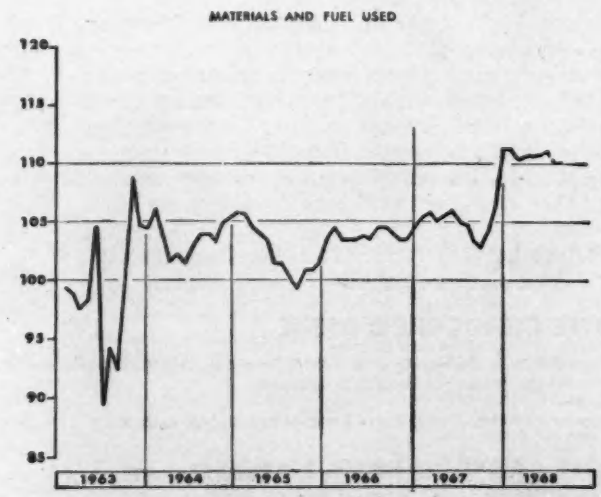


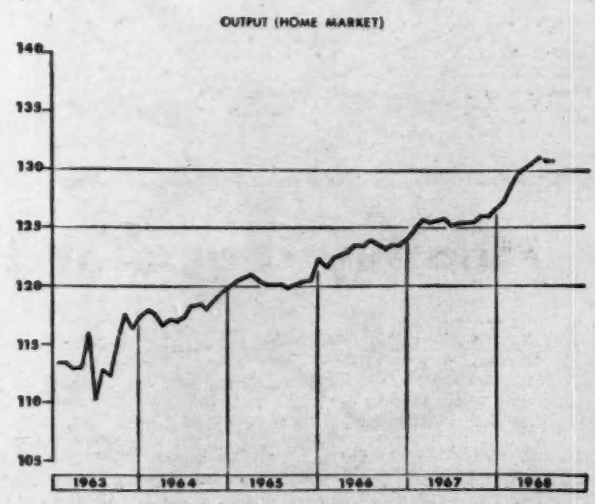
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)





FOOD MANUFACTURING INDUSTRY





3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Clasification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967	1968			
	Aug.	Feb.	June	July	Aug.
Coal†§	169·2	174·1	167·7	167·7	167·7*
Slates	180·9	180·9	189·0	189·0	189·0
Salt	123·3	123·3	123·1	123·1*	123·1*
Flour	125·9	130·1	132·6	132·6	132·6
Sugar, refined	110·4	114·7	117·0	112·9	114·2*
Chocolate and sugar confectionery	113·8	117·1	120·5	120·6	120·6*
Beer	136·4	136·6	137·5	137·5*	137·5*
Tobacco and cigarettes	154·3	154·3	158·7	160·9	162·1
Hard coke	186·5	186·5	191·2	191·2*	191·2*
Motor spirit, standard grade (including duty)	135·9	135·9	144·8	144·8	144·8
Medium fuel oil (950 secs.)	160·3	160·3	160·3	158·4	155·5
Lubricating oils and greases	134·6	142·3	142·3	142·4	142·4*
General chemicals	104·7	108·1	108·5	108·6*	108·7*
Pharmaceutical chemicals	57·4	58·2	58·1	57·8*	57·8*
Pharmaceutical preparations	103·1	104·3	105·1	105·6*	105·6*
Toilet preparations	149·8	156·7	158·7	158·7*	158·7*
Paint for building and decorating	116·6	117·0	119·9	120·0	120·0*
Soap	153·6	154·2	157·3	157·3	157·3*
Soapless detergents	101·8	102·2	104·7	104·9	105·0*
Synthetic resins and plastic materials	73·6	75·9	76·4	76·4*	76·4*
Steel sheets	137·0	137·1	137·1	137·1*	137·1*
Tinplate	128·3	128·5	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·7	142·3	142·5	142·5*	142·5*
Steel tubes	156·7	156·9	159·3	159·3*	159·3*
Iron castings	156·3	157·1	157·9	157·9*	157·9*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	163·9	165·3	167·0	167·0
Rolled	142·2	155·9	157·5	159·3	159·3
Castings	155·5	162·2	165·7	167·2	167·2
Forgings	144·7	149·7	149·7	149·7	149·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	149·5	220·4	180·0	177·7	181·0
Photographic paper and films, etc.	128·2	144·6	144·9	145·7*	145·7*
Spectacles, etc.	140·4	141·4	141·4	141·4	141·4
Dental goods	149·7	156·4	161·0	161·1*	160·5*
Gramophone records	146·5	146·5	145·7	145·7*	146·1*
Domestic electrical appliances	103·2	103·6	103·9	103·7*	103·7*
Perambulators, etc.	131·2	136·5	137·3	137·3	137·7
Tools and implements	160·7	166·5	170·6	170·7	170·7*

	1967	1968			
	Aug.	Feb.	June	July	Aug.
Cutlery	140·0	142·9	143·0	143·2	143·0*
Cutlery (other than razors and razor blades)	151·2	158·9	158·6	158·6	158·6*
Spoons and forks	171·6	186·9	212·9	211·8	210·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	176·3	185·4	186·2	186·2	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	97·9	112·9	114·9	115·8	115·8*
Spun rayon yarn	99·5	103·6	104·5	105·1*	105·1*
Irish linen yarns (wetspun)	120·8	126·2	123·5	126·6	126·6*
Cotton cloth	105·0	115·8	117·8	118·7	118·7*
Linen	138·2	142·0	142·0	142·0	142·0
Wool tops	68·8	70·8	72·9	73·7	72·4
Worsted yarns	91·5	93·3	95·6	96·1	95·7
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·4	108·0	109·8	110·3	110·4
Jute yarn	133·1	142·3	141·8	141·8	142·1
Jute piece-goods	147·6	147·0	147·0	147·0	147·0
Rope, twine and net	118·4	120·7	120·6	121·0	121·2*
Hosiery and other knitted goods	102·4	102·0	102·4	102·5*	102·4*
Carpets and rugs	131·8	131·9	132·0	132·0	132·1*
Canvas goods and sacks	102·0	104·5	107·0	107·0*	107·0*
Leather for footwear	122·1	127·5	131·0	132·0	132·0*
Travel goods	138·1	141·0	141·4	141·5	141·8*
Made-up clothing	119·6	120·6	121·6	121·7*	121·8*
Weatherproof outerwear	107·2	107·3	108·0	108·0	108·0*
Men's and boys' tailored outerwear	122·3	122·6	123·7	123·6	123·7*
Women's and girls' tailored outerwear	117·9	119·1	120·2	120·2*	120·2*
Women's and girls' light outerwear	118·0	119·7	120·2	120·2*	120·1*
Footwear (excluding rubber)	120·8	121·9	123·0	123·2*	123·4*
Refractory goods, including bricks	150·5	159·3	159·5	159·5*	159·5*
Non-refractory goods, including bricks	136·1	140·4	141·1	141·2*	141·3*
Building bricks, common, other than flettton, *ex works*	144·1	148·6	149·0	149·0*	149·3*
Building bricks, flettton, common, *delivered*	123·5	130·2	132·2	132·2	132·2
Electrical porcelain	137·6	137·6	141·0	141·0*	141·0*
Domestic china and earthenware	161·9	169·1	171·4	171·4	171·9*
Glass (other than containers)	143·4	146·5	147·0	147·0	145·8*
Glass containers	129·3	132·9	132·9	132·9	132·9*
Cement, delivered	130·1	132·0	132·0	132·0	132·0

*Provisional figure. §Revised figure for May, 1968, 167·7.
†This index is based on prices ruling on the last day of the month.

(Continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industralists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Aug.	Feb.	June	July	Aug.
Abrasive paper and cloth	132·1	143·8	143·8	143·8	143·8*
Cast stone and cast concrete products	117·9	118·3	121·6	121·6	121·6*
Home-grown hardwood	107·0	107·5	108·7	107·9*	108·1*
Joinery	143·3	150·2	154·8	154·7*	154·7*
Domestic furniture	127·6	133·2	134·3	134·3*	134·4*
Bedding, etc.	119·4	124·8	125·5	125·5	125·5*
Wooden boxes, packing cases, crates, etc.	129·0	132·3	136·3	135·8	136·0*
Paper and board	115·5	122·8	125·1	125·0	125·0*
Cardboard boxes, cartons and fibreboard packing cases	123·4	126·3	127·7	127·7*	127·7*
Wallpaper	142·7	155·1	160·3	160·3	160·3
Paper bags	122·4	133·4	129·2	126·2	126·2*
Manufactured stationery	128·0	129·8	135·3	135·5	135·5*
Other manufactures of paper and board	116·1	124·7	124·7	124·7	124·7
Rubber tyres and tubes	130·0	130·0	130·0	130·0*	130·0
Rubber goods (other than tyres and tubes)	123·0	127·3	129·4	129·9*	129·9
Rubber footwear	137·3	142·3	142·2	142·2	142·2
Linoleum and felt base	151·4	151·4	166·5	166·5	166·5
Brushes and brooms	145·7	153·0	153·3	153·3	153·3
Toys and games	132·8	136·3	137·5	137·5*	137·5
Sports equipment	145·2	148·0	149·5	149·5*	149·5
Pens and pencils	116·2	120·5	121·3	121·3*	121·3
Other stationers' goods	136·5	139·1	139·5	139·5*	139·5
Plastic mouldings	108·3	109·5	110·9	110·4*	110·4

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Aug.	Feb.	June	July	Aug.
Hides and skins	87·7	95·6	101·4	103·2	102·6*
Imported	98·6	105·6	107·4	107·9	107·9*
Native	71·3	80·5	92·5	96·3	94·8
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	146·6	151·4	152·6	152·6
Copper, ex-ship, wharf or warehouse†	152·4	292·7	193·5	179·4	179·8
Lead, ex-ship, wharf or warehouse†	87·7	99·9	104·6	108·4	109·7
Nickel, refined, delivered	144·3	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price†	165·9	182·9	181·4	180·8	180·1
Zinc, ex-ship, wharf or warehouse	124·6	140·5	141·7	143·6	145·3
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	109·6	149·7	154·5	148·7	148·7*
Palm oil, c.i.f., in bulk	101·8	101·8	94·4	91·7	81·7
Whale oil, acid, soft, naked, ex-works	42·8	33·2	56·4	57·9	57·9*
Pyrites, c.i.f. United Kingdom ports	75·0	89·6	85·3	85·3	89·7
Rubber, No. 1 R.S.S. one month future	80·3	79·8	97·3	94·7	97·2
Sulphur, crude (for acid making), c.i.f.	128·1	145·2	145·2	‡144·5	144·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	158·5	179·9	177·4	178·3	179·3
Cotton, raw	67·5	81·9	78·1	77·9	78·1
Jute, raw, PWC grades, c.i.f. Dundee	154·4	167·9	168·4	167·9	175·9
Jute, raw, PWB grades, c.i.f. Dundee	142·7	153·5	153·2	151·1	159·7
Silk, raw, delivered mill	211·6	245·1	227·2	215·6	218·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	74·9	82·8	90·2	92·2	92·6
Wool, raw	70·0	78·1	79·1	78·3*	77·1*
Crossbred, medium and course, c.i.f. UK	72·5	59·7	67·6	67·6	65·9
Crossbred, fine, c.i.f. UK	72·8	84·2	81·6	80·6	79·1
Merino, c.i.f. UK	67·8	84·3	83·2	82·3	81·1
Timber:					
Imported hardwood (ex-yard or wharf)	120·4	136·2	138·1	138·2*	138·7*
Imported plywood (delivered to consumers)	111·4	122·4	125·8	126·7	126·7*
Imported softwood (delivered to consumers)	118·3	128·2	131·6	131·9	131·9*
Woodpulp, imported	100·5	107·8	112·9	113·4	113·4*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session. ‡Revised figure.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 23, 1968.

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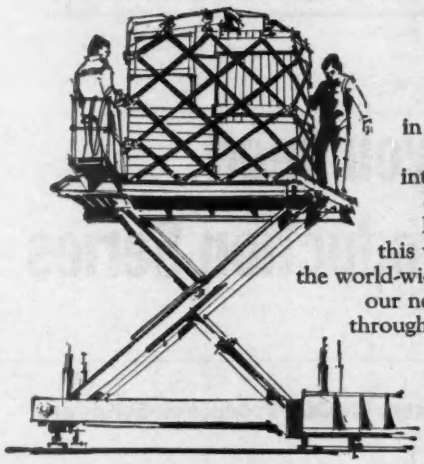

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in July showed an increase of 12 per cent on a year earlier, compared with a decrease of 3 per cent in June and an increase of 10 per cent in May.

The value of stocks at the end of July was 6 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 3rd quarter	104	— 6	149	— 7
4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
1967 July	73	— 7	142	— 4
August	100	— 4	148	— 7
September	138	— 7	149	— 7
October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	July 1968	January 1 to July 31	July 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+10	+ 8	—19
Women's coats, costumes, furs and raincoats	—23	— 5	—15
Women's underwear	+25	+10	—10
Women's hose and children's socks	+33	+16	+ 6
Women's millinery	Nil	— 5	+ 3
Haberdashery, ribbons and wool	+34	+14	+28
Children's wear	+11	+ 3	—11
Men's and boys' shirts, pyjamas and outfitting	— 4	+ 5	— 4
Gloves	+ 1	+ 1	+ 5
Piece-goods and nets	+21	+17	— 5
Household textiles	+14	+ 2	+14
Floor coverings, furniture and hardware	+ 5	+10	+19
Grand total (a)	+12	+ 7	— 6

NOTES: (a) Including some items not included among the sub-headings. (b) Values at cost

Notes:

These statistics are prepared by the Textile Distributors' Associatioon. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Gold and convertible currency reserves in August

HM TREASURY announce that after net loan service payments totalling £47 million, the gold and convertible currency reserves fell by £28 million during August, to stand at £1,111 million at the end of the month.

Orders in the footwear industry

ORDER BOOKS held by footwear manufacturers declined seasonally in July, but at the end of the month were 26 per cent higher than at the end of July 1967. In the three months ending July, net new orders and deliveries were 10 per cent more and 9 per cent more respectively than in the corresponding period of 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter*	50·1	16·8	15·4
1967 May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April*	51·3	20·1	14·8
May*	55·3	20·5	16·5
June*	50·1	9·8	15·0
July*	43·8	9·6	15·9

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in July

IN JULY 1968 the value of the turnover of the catering trades was 1 per cent higher than in July 1967, a smaller rate of increase than was recorded in the second quarter, and not sufficient to match the rise in prices over the year. There was no increase in the total turnover of laundries and dry cleaners between July 1968 and a year earlier, in contrast with the small decrease recorded on average in the first six months of the year. For hairdressers there was a 2 per cent increase in turnover between July 1967 and 1968, the same rate of increase as prevailed in the second quarter.

Catering trades

The smaller increase in the value of the turnover of the catering trades – 1 per cent between July 1967 and July 1968 compared with an increase of 4 per cent in the second quarter – is largely influenced by the 1 per cent decline in the value of the turnover of public houses, compared with a 3 per cent increase in the second quarter. Licensed hotels continued to show large increases in the value of turnover: 7 per cent between July 1967 and 1968, the same rate of increase as in the second quarter. Part of this increase will have been due to increased prices, including higher rates of duty on alcoholic drink, but part may be due to a larger number of overseas visitors to this country, and an increased propensity of British residents to holiday at home this year.

The experience of restaurants, cafés and fish and chip shops was rather mixed, showing on balance an increase of 2 per cent in July over a year earlier, a smaller increase than the 5 per cent recorded in the second quarter. The corresponding increase in the turnover of canteens was 6 per cent in July, rather larger than the 2 per cent in the second quarter.

Laundries and dry cleaners

The turnover of laundries and dry cleaners showed no change between July 1967 and July 1968 compared with a decrease of 1 per cent recorded in the first half of the year. The turnover of dry cleaners continued to show a decline of 2 per cent on a year earlier in July, but there was a small increase in the turnover of laundries between July 1967 and July 1968 although the turnover of laundries had been rather lower in the second quarter of 1968 than it was in the second quarter of the previous year.

Hairdressers

The total turnover of hairdressers showed an increase of 2 per cent in July compared with July 1967, the same average rate of increase as was recorded in the second quarter over a year earlier. The turnover of women's hairdressers improved somewhat in July, showing a 3 per cent increase compared with a year earlier; the increase in the second quarter was 2 per cent.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968		100	120			96	100	103	115	114	128	135					
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+2*	Nil	+4			+1	+1	—1	+7	+2	+4	+1					
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83	128			76	81	90	107	119	153	172					
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968	+5*	+2	+7			+4	+3	—1	+11	+3	+7	+7					
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101	116			96	103	103	115	108	122	135					
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968	+3*	+1	+5			+1	+2	+1	+7	+4	+4	+2					
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102	121			100	101	105	119	115	127	130					
	1967	+2	+6	+1	+4	—1	+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968	+1*	—1	+3			+1	Nil	—3	+7	+1	+3	—1					
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114	107			110	114	117	106	113	104	99					
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968	+4*	+5	+2			Nil	+4	+11	—5	+5	+4	+6					

* January-July.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The July, 1968 period was the four weeks from June 30, 1968, to July 27, 1968, the July, 1967 period was from July 2, 1967, to July 29, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of Business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96	103			90	97	100	100	105	102	104					
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1	—1			—4	—3	+4	—4	+1	—1	Nil					
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97	102			95	98	99	98	105	103	105					
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	Nil*	Nil	—1			—3	—2	+4	—5	+1	—1	+1					
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94	103			82	96	102	104	105	101	101					
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—2*	—2	—2			—6	—4	+4	—2	Nil	—3	—2					

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
See note (a) to Table 1.
*January-July.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of Business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98	104			94	98	102	104	103	105	108					
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2			—2	—1	+1	+3	Nil	+3	+2					
Men's hairdressers, and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97	103			100	98	95	100	98	109	109					
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4			+1	Nil	—1	+5	Nil	+6	+1					
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98	105			92	98	104	106	105	103	107					
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2			—2	—1	+1	+3	+1	+2	+3					

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.
*January-July.

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The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 6, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The London Scene	Br/E 33503	4½	September 3	Butcher's Film Distributors Ltd.	Ace Distributors Ltd.
Look at Life Series 37:					
The Ganges Might Lead Anywhere	Br/E 33504	10	September 3	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Spindrift	Br/E 33506	9	September 4	"	New Zealand National Film Unit.
For Those in Peril	Br/E 33507	14	September 4	"	Antony Barrier Productions Ltd.
Pathe News 68-71	Br/E 33401	7	September 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-72	Br/E 33402	8	September 6	"	"
Movietone News 2047	Br/E 33349	8	September 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2047A	Br/E 33350	8	September 6	"	"
FOREIGN					
Amphibian Man	F 33505	77	September 3	Ritz Film Distributors Ltd.	Sovexport Film, Moscow.
Sorry Signorina	F 33508	9	September 4	Rank Film Distributors Ltd.	Universal-International Films Inc.
Nothing Like a Dane	F 33509	9	September 4	" "	" "
Ski for Two	F 33510	10	September 4	" "	" "
Fever Heat	F 33511	80	September 4	Paramount Pictures (UK) Ltd.	Fever Heat Ltd.
The Order of the Daisy	F 33512	90	September 5	Contemporary Films Ltd.	Cie. Francaise de Distribution Cinematographique, Paris.
Knud	F 33513	35	September 5	" "	Nunafilm, Copenhagen.
Mr. Rossi Buys a Car	F 33514	10	September 5	" "	Bruno Bozzetto S.r.l., Milan.
Flaming Frontier	F 33515	72	September 6	Warner-Pathe Distributors Ltd.	Warner Bros.-Seven Arts Inc.
A Degree of Murder	F 33516	87	September 6	Rank Film Distributors Ltd.	Universal-International Films Inc.

Cinema admissions and takings in May

DURING MAY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.43 million and the weekly average of gross box office takings was £1.02 million.

The British Clothing Industry's market research mission to Tokyo gave its first report to 120 members of the industry at a meeting in London. Mr. Douglas Lewis (right), director of the Clothing Export Council, who led the mission, spoke of good opportunities in the market. British Week (September 26 – October 5, 1969) would provide an ideal opportunity. Also on the platform were Mr. Michael Montague, chairman of BNEC Asia (standing) Mr. Hugh Cortazzi, Commercial Counsellor, Tokyo and Mr. A. J. W. Lewis, (Meridian) (extreme left). BNEC Asia's film 'Miracle Market' was shown.

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Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.

British commercial representatives overseas

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'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department in the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Branch of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

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ALGERIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), British Embassy, Edifice Cassiopée Bâtiment B. 7, Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 22487.)

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AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); Mr. M. E. Browne, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 70422.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. W. N. R. Maxwell, Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).)

BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51-4011/2.)

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030, VIENNA. (Tel. 73.15.75/6/7.) (Telex 2053-13410 a/b 13410 Britemb A.)

IMPORTANT

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BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. J. H. Turner, Commercial Secretary, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.) (Telex 201-GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary (Commercial), British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

BOLIVIA – Mr. R. L. Joseph, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex 201-BX 5228 a/b Prodrome BX 5228.)

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BOTSWANA – Mr. D. F. P. Williams, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.) (Telex 201-JX7870 a/b Highcom J7870.)

BRAZIL – Mr. J. C. Petersen, Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) Tel. 25-7252.) (Telex 201-802 a/b Prodrome Rio.)

SAO PAULO – Mr. N. Statham, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

BRUNEI – Mr. E. W. Bird, First Secretary, H.M. High Commission, Jalan Residency, BRUNEI TOWN. (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshall Tolbukhin 65-67, SOFIA. (Tel. 85361/2.) (Telex 29-363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. J. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. A. B. Moore, First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. Buea 623.) (Telex 201 Douala 245 a/b Britain Buea.)

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CANADA, *continued*

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 2, P.Q. (Tel. 866-5863.) (Telex 206-01-26437 a/b Ukrep, Montreal.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., Senior British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223.) (Telex 206-02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. J. F. Saunders, C.B.E., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep, Vancouver.)

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep, Winnipeg.)

EDMONTON – Mr. L. D. Byrne, British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, M.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.) (Telex 206-031-2360 a/b Ukrep REG.)

ATLANTIC PROVINCES – Mr. L. Cox, O.B.E., British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, First Secretary (Commercial) British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. P. Cradock, C.M.G., Chargé d'Affaires, Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. J. T. Hyslop, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA, (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

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LUBUMBASHI – Mr. F. C. D. Sargeant, Consul, British Consulate, Boulevarde Reine Elisabeth 669, P.O. Box 973, Lubumbashi. (Tel. 2434.) (Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. A. C. Buxton, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila (formerly Carcel) 101-103 HAVANA. (Tel. 61-5681.) (Address for correspondence from Britain: British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. R. P. de Burlet, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9) and 533340.) (Telex 2055-011011 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2, 8000 Aarhus C. (Tel. (06) 12 25 00.)

[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors: Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands, (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, O.B.E., First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) Telex 201-38 a/b Prodrome Quito.)

GUAYAQUIL – Mr. H. C. Bass, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, Guayaquil. (Tel. 15-392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 201-3010233 a/b Prodsalv.)

[*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. D. G. Barr, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. D. N. Royce, Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13 (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform, HKI.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. L. M. Minford, Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-65264 a/b Inform Paris.)

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MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhone.) (Tel. 37.68.55.) (Telex 2022-42307 a/b Britain, Marsl.)

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GAMBIA – Mr. S. A. Downton, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, C.M.G., Minister (Economic); Mr. J. L. Taylor, Counsellor (Commercial), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, M.B.E., T.D., Consul-General, British Consulate General, Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 309-52-95.) (Telex 203-184469 a/b 184469 Ber D.)

DUSSELDORF – Mr. J. M. Fisher, C.M.G. Consul-General, British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. A. H. Ballantyne, C.V.O., C.B.E., Consul-General, British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Postal address: 6 Frankfurt 90, Postfach 900129.) (Tel. 770901-5.)

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HANOVER – Mr. D. W. Hennessy, O.B.E., Consul-General, British Consulate-General, Aegidientorplatz 1, Hanover. (Tel. 26451.)

MUNICH – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART – Mr. R. P. Heppel, C.M.G., Consul-General, British Consulate-General, Königstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) [*The P.O. Box number must be used for all correspondence.*]

GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS 140. (Tel. 710621/2/3.) (Telex 201-21378 a/b 21378 BRIO GR.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue, Salonika. (Tel. 78003.)

GUATEMALA – Mr. F. S. E. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.)

GUYANA – Mr. F. W. J. Cooper, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex 201-GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. H. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome, BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 29-37 a/b Prodrome, RYK.)

INDIA – Mr. J. A. Turpin, C.M.G., Minister (Economic and Commercial); Mr. E. F. G. Maynard, Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. J. McKenzie, M.B.E., Ph.D., Deputy High Commissioner, British High Commission, 1 Harington Street, P.O. Box 9073, Calcutta 16. (Tel. 44-5171.)

BOMBAY – Mr. M. H. G. Rogers, Deputy High Commissioner, British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. 41091/8.)

IRAN – Mr. J. C. Cloake, Counsellor (Commercial), British Embassy, Avenue Ferdowsi, TEHRAN. (Tel. 45011/4.)

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Embassies – 'Prodrome' followed by the town name.
Consular offices – 'Britain' followed by the town name.
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IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b 5296 UKDB EI.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 201-559 a/b R. Prodrom TLVIV.)

HAIFA – Mr. A. Lindsay, Consul (Commercial), British Consulate, Rassco House, 53 Hameginim Boulevard, Haifa. (Tel. 531185.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. J. R. Wraight, C.M.G., Consul General; Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via San Paolo 7, I 20121 Milan. (Tel. 80.34.42-6.) (Telex 2023-31528 a/b 31528 Britain.)

[*Milan is the central point for British trade promotion work in Italy.*]

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FLORENCE – Mr. C. M. Pirie-Gordon, C.M.G., O.B.E., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2, I 50123 Florence. (Tel. 272594 and 284133.)

GENOA – The Hon. E. B. C. Howard, M.V.O., Consul-General, British Consulate-General, Via XII Ottobre 2 (13 Piano), I 16121 Genoa. (Tel. 564.833-5.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 303.883, 308.320 and 382.482.)

PALERMO – Mr. J. M. Leadbitter, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. J. J. Sinclair, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.)

VENICE – Mr. W. Hickson, Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address: British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

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JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Kojimachi, Chiyoda-ku, TOKYO. (Tel. 265-5511.)

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JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

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KOREA – First Secretary, British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 75-7341/3.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9, P.O. Box 300, KUWAIT. (Tel. 33046.)

LAOS – Mr. J. G. Wallace, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. J. B. Whittington, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section, British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, 28 Boulevard Royal, LUXEMBOURG. (Tel. 2.98.64.) (Telex 2058-443 a/b Prodrome, LUX.)

MADEIRA – Mr. G. Blandy, Hon. British Consul, British Consulate, 5 Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel 206-50.) (Telex 201-226 a/b Prodrome, TANA.)

MALAWI – Mr. W. H. Harper, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial), British High Commission, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR KL.)

MALAYSIA, *continued*

KOTA KINABALU – Mr. T. Duffy, First Secretary in Charge, British High Commission, Kota Kinabalu Office, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Kota Kinabalu, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. F. Kennedy, First Secretary in Charge, British High Commission, Kuching Office, Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 24221.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-MW249 a/b Ukrep, Malta.)

MAURITIUS – Mr. E. G. Wickens, First Secretary (Commercial), British High Commission, P.O. Box 586, Cerne House, Chaussée Street, PORT LOUIS. (Tel. 2-0201.)

MEXICO – Mr. J. S. Chick, First Secretary (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MONGOLIA – Mr. O. Kemp, O.B.E., H.M. Ambassador, British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70529-30.)

MOROCCO – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, RABAT. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome, Rabat.)

CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)

TANGIER – Mr. R. W. Ford, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MUSCAT and OMAN – Mr. M. T. J. Cooper, M.B.E., Vice-Consul, British Consulate-General, Muscat. (Tel. 300.) (Telex 201-216 a/b Britain MB 216.)

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NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome, Hague.)

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IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, (C.1.) (Tel. 32-973 and 49-646.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary-in-charge, British High Commission, P.O. Box 1762, Bank of New Zealand Building, corner Colombo and Hereford Streets, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

NICARAGUA – Mr. F. B. Sedgwick-Jell, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.) (Telex 201-3420028 a/b Prodmga 3420028.)

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KADUNA – Mr. E. O. Laird, M.B.E., Deputy High Commissioner, Office of the British Deputy High Commissioner, United Bank of Africa, Hospital Road, Kaduna. (Postal address: Private Mail Bag 2096.) (Tel. 2573/5.)

NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo O.)

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KARACHI – Mr. S. C. Stout, Minister (Commercial); Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, McLeod Road, Karachi. (Tel. 230921 (10 lines).)

[*Karachi is the senior commercial post in Pakistan.*]

DACCA – Mr. R. Fox, O.B.E., Deputy High Commissioner, British High Commision, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

LAHORE – Mr. J. Stafford, Deputy High Commissioner, British High Commission, P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. (Tel. 62266.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. 23-0453.) (Telex 201-3481020 a/b Propana.)

PARAGUAY – First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. D. C. Thomas, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenida Arequipa, LIMA. (Tel. 83830.) (Telex 201-PX 5230 a/b Prodrome, PX5230.)

PHILIPPINES – Mr. L. S. Ross, First Secretary (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 59-21-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. H. T. Kennedy, O.B.E., Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 29-813694 a/b Prodrome WA.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.) (Telex 29-1278 a/b Prolis P.)

OPORTO – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Joao I, No. 28, Oporto. (Tel. 22442/3.)

QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. A. Rendall, O.B.E., First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. C. W. S. Dexter, Second Secretary (Commercial). British High Commission, S.B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag C/o, G.P.O., Freetown.) (Tel. 3961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1. (Tel. 95016.)

SOMALI REPUBLIC – Mr. R. J. E. Thomas, Second Secretary, British Embassy, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., Minister (Economic); Mr. A. C. McCarthy, First Secretary (Commercial), British Embassy, 6 Hill Street, PRETORIA. (Tel 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)

JOHANNESBURG – Mr. R. A. Farquharson, Deputy Consul-General (Commercial) and Director of Trade Development; Mr. P. W. R. C. Haley, M.B.E., Consul (Commercial), British Consulate-General, 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.) [*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*]

CAPE TOWN – Mr. M. T. Walker, C.B.E., Consul-General, British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41.1466.) (Telex 201-5-7447CT a/b 5-7447CT.)

DURBAN – Mr. H. N. Pullar, C.B.E., Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 201-6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. W. W. Wilson, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SOUTHERN YEMEN – Mr. A. F. Green, Second Secretary, British Embassy, Tarshyne, ADEN, People's Republic of Southern Yemen. (Tel 24171.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 219.02.00 (9 lines).) (Telex 2061-27656 a/b 27656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. J. K. Hickman, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780, 214789.)

SEVILLE – Mr. K. S. Butler, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.)

VALENCIA – Mr. G. W. Woodrow, Consul, British Consulate, Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo. (Tel. 211450.)

PALMA DE MALLORCA – Mr. T. C. Ravensdale, C.M.G., Consul, British Consulate, Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 21.20.85.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Muelle de Sta. Catalina, Puerto de la Luz, Apartado 20, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)

SANTA CRUZ – Mr. E. L. Fox, O.B.E., Consul, British Consulate, Calle del Si 3, 3rd Floor (esquina a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, Canary Islands. (Tel. 24-20-00.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

SWAZILAND – Mr. A. Sheen, O.B.E., First Secretary, British High Commission, Alister Miller Street, MBABANE. Postal address: British High Commission, Private Bag, Mbabane.

SWEDEN – Mr. K. E. Mackenzie, Counsellor (Commercial), British Embassy, Skarpogatan 6, S-115 27 STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b Prodrome STKHLM.)

GOTHENBURG – Mr. J. O. May, Consul-General, British Consulate-General, Oetra Larmgatan 16, S-411 07 Gothenburg. (Tel. 13.62.77.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 126625.)

TELEGRAPHIC ADDRESSES unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

SWITZERLAND – Mr. D. T. West, Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32687 a/b UKBNE CH.)

BASLE – Mr. A. M. Fluhmann, O.B.E., Consul, British Consulate. P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.)

GENEVA – Miss C. J. Polak, O.B.E., Consul-General, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33.23.85.) (Telex 2052-22956 a/b 22956A (or B) UKGV CH.)

ZURICH – Mr. A. C. Maby, C.B.E., Consul-General, British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b UKZUR CH.)

TAIWAN – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TANZANIA – Mr. R. G. Beer, Second Secretary, British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 23366/9.)

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. I. S. Danson, Third Secretary, British Embassy, Boulevard Circulaire, Boite Postale 892, LOME, Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome, Lomé.)

TRINIDAD AND TOBAGO – Mr. C. A. Thompson, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex 29-POS 52342 a/b POS 52342.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi. (Tel. 2305/7.)

DUBAI – Mr. R. E. Palmer, Commercial Officer, H.M. Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452.) (Telex 201-426 a/b Political GJ 426.)

TUNISIA – Mr. B. Sparrow, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. P. Pinsent, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

ISTANBUL – Mr. R. A. Burrows, C.M.G., Consul-General, British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR – Mr. R. E. Wilkinson, C.B.E., Consul-General, British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA (Tel. 57054/9.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. E. A. Midgley, C.M.G., M.B.E., Minister (Commercial); Mr. P. W. Ridley, Counsellor (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. 462-1340 Area Code 202.) (Telex 20660-892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022 (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. 752-8400 Area Code 212.) (Telex 2064-420543 a/b Prodrome or 20660-12-6919 a/b Prodrome NYK.)

[*New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address.*]

ATLANTA – Mr. S. H. Anstey, Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691 Area Code 404.)

BOSTON – Mr. R. W. Selby, C.M.G., Consul-General, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810 Area Code 617.)

CHICAGO – Mr. L. C. W. Figg, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 20660-254432 a/b Britain CGO.)

CLEVELAND – Mr. M. J. Marshall, C.M.G., Consul-General, British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 20660-98.5618 a/b Britain CLV.)

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. 637-3600 Area Code 214.)

DENVER – Mr. G. C. Mayhew, Consul, British Consulate, Suite 1920, Western Federal Savings Building, 718 17th Street, Denver, Colorado 80202. (Tel. 222-2729 Area Code 303.)

DETROIT – Mr. E. I. R. MacGregor, C.M.G., Consul-General, British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.)

HONOLULU – Mr. R. T. Landale, Consul, British Consulate, 1202 First National Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON – Mr. G. G. Simpson, C.M.G., Consul-General, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301 Area Code 713.)

UNITED STATES, *continued*

LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wiltshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 20660-677421 a/b Britain LSA.)

MIAMI – Mr. F. J. Pelly, M.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.)

NEW ORLEANS – Mr. S. E. D. Barff, O.B.E., Consul-General, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisianna 70112. (Tel. 522-3144/5/6 Area Code 504.)

PHILADELPHIA – Mr. M. J. Moynihan, M.C., Consul-General, British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.)

PORTLAND – Sir James McDonald, K.B.E., Consul-General, British Consulate, 715 World Trade Building, 333 S.W. Oak Street Portland, Oregon 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. B. W. Gordon, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico. (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.)

ST. LOUIS – Mr. F. S. Miles, C.M.G., Consul-General, British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.)

SAN FRANCISCO – Mr. J. O. Lloyd, C.B.E., Consul-General, British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. 981-3030 Area Code 415.)

SEATTLE – Mr. J. I. McGhie, Consul-General, British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 624-2990 Area Code 206.)

[*There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk who will be glad to see business visitors.*]

BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland 21202. (Tel. SA 7-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Hon. Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

URUGUAY – Mr. I. Ross-Bell, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 29-341 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – First Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 29-11468 a/b 11468 YU Probel.)

ZAGREB – Mr. A. R. K. Mackenzie, C.B.E., Consul-General, British Consulate-General, Ulica Ilica 12, Zagreb. (Tel. 37.627. (Postal address: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Economic and Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel. 51122.) (Telex 201-4115 a/b Ukrep LS 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Natural Resources and Trade. Paslow Building, P.O. Box 485, BELIZE CITY.

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, SUVA. (Telex 29-FJ 004 a/b Suvapo.)

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, TARAWA, Gilbert Islands.

HAITI: Mr. J. P. Le Grand, Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, OBE, Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, P.O. Box G.20, HONIARA, British Solomon Islands, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L. Hobart.) (Tel Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, NUKUALOFA.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquiriers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Guide to countries in which towns are situated

Place	*Country*
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Düsseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Haifa	Israel
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
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L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

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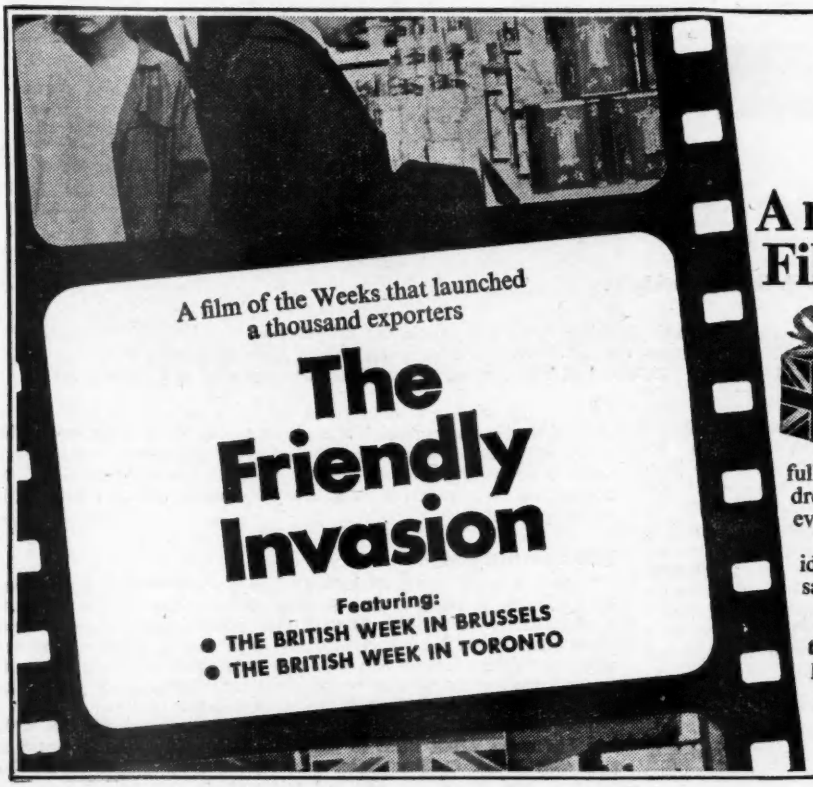

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Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
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Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

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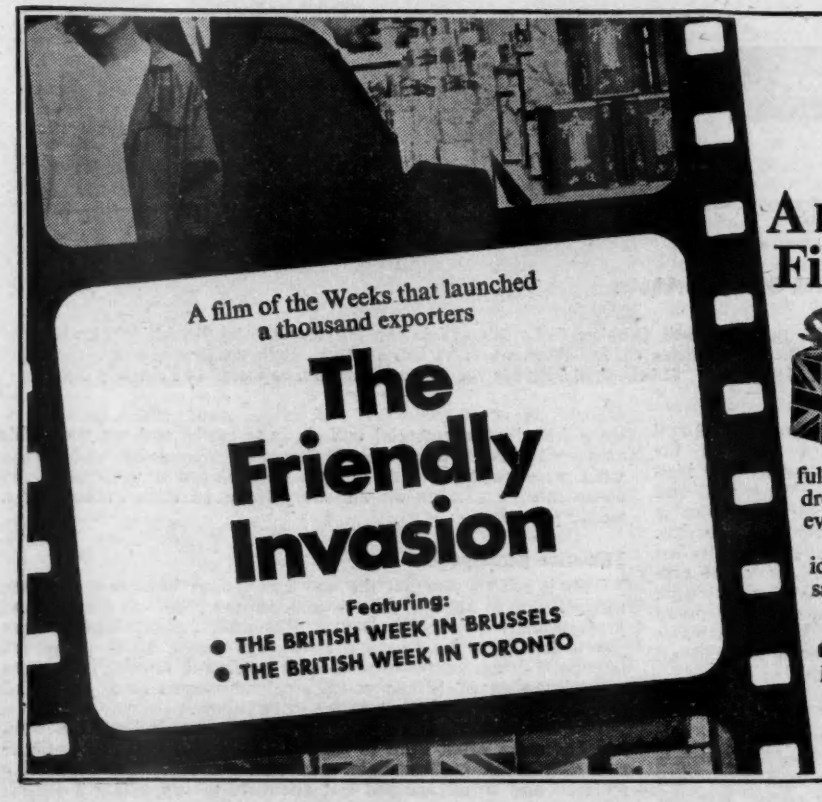

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Exhibitions and Fairs

BRITISH WEEK IN STOCKHOLM – 3

All set for success

By Anthony H. Vine, Director of the British Week Office, Stockholm

British Week in Stockholm opens on September 27, and runs until October 5. In this article the Director of the British Week Office explains why he is already confident of its success. (Previous articles on the Week were: 'A British Week with problems – but with still bigger opportunities' in the *Journal* of October 27, 1967, and 'On-the-spot help for the United Kingdom exporter' of February 2.)

JUST A FORTNIGHT TO GO before Her Royal Highness Princess Alexandra steps to the microphones in Stockholm's famous City Hall and declares the next British Week well and truly open. Everyone here in Stockholm is confident that it will be a resounding success.

The objective of any British Week is, of course, to provoke a dramatic short-term up-swing in imports of British goods in such a way as to stimulate an increased demand in the long term. This basic commercial aim has been wholehartedly pursued through all our preparations in Stockholm.

A receptive market

There have been three important factors on our side. First, the market's psychological nearness to Britain. Sweden is Britain's fifth largest overseas market. Per head of population, Sweden buys considerably more from us than from most other countries in the world. For example the average Swede buys 50 per cent more British goods than even the average Australian. Thus the Swedish housewife is attuned to buying British, and the retailer to supplying her. It goes further than this, too. The average Swedish store buyer thinks no more of hopping over to London than does a London store buyer of a trip to Birmingham. This feeling of closeness to Britain is taken for granted in Sweden in a way that is, perhaps, far more marked than any reciprocal feeling to be found in Britain. There is no British equivalent to the saying, well known in Sweden, that when it rains in London the Gothenburgers put up their umbrellas!

The second factor is that, since the end of 1966, industrial goods circulate within EFTA free from duty. And the third is the still more recent devaluation of sterling. Neither of these two changes in the trading situation has required a mental 'gear change' on the part of the Swedes. Psychologically, they were already in the right gear and the effect of the changes has been direct and immediate.

Thus, when we came to Stockholm to organize a British Week we found ourselves with solid foundations on which to build. We did not have to 'sell Britain' to a retail trade not used to dealing with us: we came at a highly opportune moment to stimulate a receptive market into doing on a still larger scale what it had been doing in a big way for years. What is more, our commercial arguments and objectives were not confused by complex political considerations or by feelings of historical sentiment derived from the Second World War or other past events. Appeal and response were friendly, commercial and down-to-earth, and we were able to get right down to business with people who understood exactly what we were there to do and whose decisions whether or not to co-operate were taken on the straightforward basis of whether it would pay off.

Full-scale participation

This is not to say that the way has always been easy. A commercial appeal means that arguments have to be concise and professionally presented. But it also means that when a store group decides to take part, it does so in depth. There is far less likelihood of agreement to participate leading to nothing more than a top dressing of British goods nicely displayed as a gesture of goodwill but not backed up in the stock rooms.

This is not the Swedish way of doing things. Indeed, the problem has more often been to explain that our brief is to promote a British Week in Stockholm and that our resources of display material and so on are just not adequate to supporting a British Week throughout the country. But the stores have remained most anxious that all their branches, both inside and outside the target area, should participate and so, early in the campaign, we arrived at a workable compromise. This was explained in an earlier article (*Board of Trade Journal* of October 27, 1967, page 1052), and amounted to an offer to support with display material those branches of the major store chains which lie within a range of about 180 kilometres of Stockholm – an area which has come to be known as 'the Orebro arc'. This offer served to prime the pump and led to a number of the most important chains using their own resources to carry their promotion beyond even this enlarged area. As a result not only will British goods be given special prominence in shops in many parts of the country far from Stockholm, but commercially sponsored events, particularly fashion shows, will be mounted in such towns as Uppsala, Enköping and even Karlstad and Gothenburg.

Supporting events: a commercial approach

This commercial approach has been extended into the programme of supporting events for the Week and special efforts have been made to provide events which, perform the commercially important function of cajoling Fru Svensson, the Swedish housewife, out of her home and into the shopping centres. For instance, over twenty military band performances are listed, the great majority of them scheduled for such places as the pedestrain shopping precincts at Farsta, Vällinby, Skärholmen and Solna, besides the centre of Stockholm.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

A visiting British businessman, Mr. Jenkins of the textile company Mackinnon & Jenkins Ltd., considers possible outlets for his firm's goods in Stockholm with the British Week Office commercial manager Mr. Allan Kerfoot (left). Discussing problems with the British Week Office can often save time in making fruitful contacts with the market.

But no British Week would be complete that did not bring some picture of the many-sided activities and interests in Britain today, and the programme of events (which lists some 150 items), has been carefully chosen for its appeal to the sophisticated and design-conscious Swedes. Thus, in addition to the spectacular fashion shows, there will be two performances of the National Theatre Company's all-male production of 'As You Like it'; the Music Group of London will give a couple of concerts and there will be a number of exhibitions of paintings, prints and other displays.

A Window Dressing Competition has been organized, as at a number of earlier Weeks. But instead of inviting a panel of professionals to judge the displays, the sponsors (the British-Swedish Chamber of Commerce and Sweden's largest newspaper, Expressen) are inviting the public to be the judges – with prizes for those who pick the winners. The idea is, of course, to give Fru Svensson another incentive to go out into the shopping areas and look at the shop windows. And, in the process, to be drawn inside to buy.

There are thus some differences in the 'mixture'. But there will be many similarities to past Weeks. The Council of Industrial Design is presenting 'London's Design Centre' once more. The City of London's popular Pavilion will be centrally sited, alongside a revised version of the Pavilion of Technology, this time entitled 'Inventive Britain' but still putting the case for British technology to the public. The BNEC Export Council for Europe have sponsored a display of consumer durables; Ideal Home magazine has prepared a bold presentation of British ideas on interior design; the National Wool Textile Export Corporation have a display in hand as have the Federation of British Carpet Manufacturers. And there will, it goes without saying, be a pub – provided, this time, by Bass International, who are currently introducing a new beer, specially brewed for the market, to Sweden.

It has become fashionable to decry the Beefeater, the Bobby and the other traditional symbols of Britain as presenting 'an outdated image'. And none of these is being used in the designs for the official poster campaign to be mounted in buses and underground trains, or on the official programme booklet. Nevertheless, such figures have been chosen – and provided at their own cost – by any number of good customers of Britain who know very well what appeals most effectively to *their* customers!

I have already stressed our confidence of success. It is, unfortunatley, impossible to substantiate this claim with a few simple figures: one can only estimate the effectiveness of a British Week campaign and to try to do so before the event is even harder than it is after the dust has settled. Despite the highly co-operative attitude of the great majority of the major stores and store groups, the plain fact is that most of them do not analyse their purchasing in terms of country or origin. While some might be prepared to extract figures for the current year it would be quite unreasonable to expect them to do so for past years – and without such past figures, totals of current purchases offer no yardstick.

Record British buying

Our confidence is, therefore, based on a number of things, of which the most important are the estimates of additional purchasing given to us privately by a number of head buyers and purchasing directors. These show increases in already substantial turnovers in British goods of as much as 100 per cent in some cases. Typical of these is the major store which breaks its operations down into 65 departments. Of these, 64 have topped their previous records for British purchasing and are fully committed to British Week. The sixty-fifth department deals in oriental carpets! This store, overall, passed its 1967 total for British buying before the end of August.

One large fashion store, noted for its heavy buying of British goods, claims to have doubled its normal autumn season stocks from Britain. Another buyer is known to have placed orders for fashion goods of over £400,000 during one spring visit to London. And so on. Other evidence of the stores' commitment to British Week is indirect but still telling. Two groups have, in recent months, staged 'teach-ins' for their managers, merchandising executives and senior staffs to familiarize them with the expanded ranges of British goods which they will be handling in the Week.

Advertising proposals are yet another pointer to the scale of the retail operation. Stockholm's store groups have seized upon the Board of Trade's Co-operative Advertising Scheme in an unprecedented way, persuading many scores of suppliers to collaborate with them in special advertising schemes. True, the stores themselves are only contributing a proportion of the cost of these advertisements: true, too, that many look upon the advertising as in part 'institutional', promoting the store name as much the goods featured. But there must be some relationship between the scale of the advertising and the goods stocked – and one newspaper alone has booked the fantastic total of 125,000 column inches of advertising for British goods during the nine days of the Week! Such figures must be significant.

To claim a measure of success even before the balloons (three thousand or so of them) go up in a fortnight's time is thus not a particularly rash thing to do. Nor are we the only ones to believe in this success. As was reported in the British press recently, Swedish newspapers have been reporting the concern of the Swedish fashion trade over the in-roads which British suppliers have made into the market. Fifty-seven Swedish companies have come together to launch a counter offensive with an eye to redressing the balance for the spring 1969 season. As one purchasing director of a very large store group commented with a smile, such a campaign is too little and too late.

Publicity

With just two weeks to go, is there anything else to be said to British manufacturers about British Week in Stockholm? Inquiries still coming into the British Week Office suggest two points. First, publicity. Now that press, poster and similar campaigns are settled, the majority of questions we receive relate to editorial publicity – what, people ask us, should we do to get editorial publicity for our products or activities?

It is impossible in this article to provide a detailed press mailing list suited to every kind of product or promotion. If this is your need, ask your agent to supply one. He probably knows what

(*Continued at foot of next page*)

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British Industrial Exhibition for Regina Shopping Week

Mobile advertising hoarding for the British Shopping Week in Regina (September 4 to 14) is provided by this giant semi-trailer used by Motorways Ltd., a subsidiary of British Electric Trailers, for journeys right across Western Canada from Winnipeg to Vancouver. The company also operate short-distance trucks with the same advertising display in Alberta, Manitoba and Saskatchewan. The trailer is seen here outside the Legislative Building in Regina, with Mr. H. W. Sturdy, British Trade Commissioner in Regina, standing between Mr. R. Lewis, of Motorways Ltd. (on left), and the driver.

ONE OF THE main features of the British Shopping Week in Regina, Saskatchewan, which opened on September 5 was the British Industrial Exhibition (September 10-12) sponsored by the London Chamber of Commerce as a joint venture with the Board of Trade in association with the Saskatchewan Government.

Twenty-three British companies are participating in the joint venture, and in addition there will be a number of local agents representing other British manufacturers. The range of equipment featured will include power installation and colliery preparation plant; heating, ventilating and air conditioning equipment; hovercraft, industrial belting and hoses; electric actuators and controls; duplicating machines; pumps; industrial electric hammers; motors; tap changers and control gear; spectro-chemical analysis instruments; measuring, survey and photo-grammetry instruments; compressors; electronic equipment; fork lift trucks; mining and mechanical handling equipment; walking excavators; pipeline valves; twist drills, milling cutters, reamers, saws and engineers' handtools; microscopes, balances and refractionmeters as well as specialized printing.

This is the 70th overseas exhibition where the London Chamber has organized group participation over the past three years. £40 million of export orders have resulted from this world-wide participation.

40,000 visit Cologne Dental Show

A report from the British Embassy, Bonn

THE 17TH International Dental Show and Congress took place in Cologne from August 27 to September 1. A total of 480 firms from 20 countries exhibited their products in five of the exhibition halls. The exhibition was attended by some 40,000 visitors, mainly from the dental profession and associated trades.

There was a British Board of Trade aided group stand at the exhibition comprising 12 companies in the dental manufacturing industry, showing a wide variety of dental units, equipment, instruments, prothesis and material supplies for dental laboratories. The British contingent was the only national group stand and as such attracted much attention and favourable comment. This was borne out by the considerable amount of interest shown in the British products, from which orders are confidently expected.

In particular, British firms reported active interest by German buyers as well as those from countries as far afield as Australia, the United States and Japan, who had come over especially for the exhibition and congress. Several EEC and EFTA countries showed considerable interest in the British products.

As a result of the exhibition, one British exhibitor expects a single order of approximately £6,000 for dental equipment from the Amsterdam Dental Clinic. Another British exhibitor reported an order for 1,000 aspirator units from the United States.

Yet another British exhibitor reported considerable interest in their new and unique dental multi-head automatic cartridge syringe, which was seen on German television.

A number of the United Kingdom exhibitors were interviewed by the outside broadcast unit of the British Forces Broadcasting Service in Germany, later to be broadcast on sound radio.

The 17th Cologne Dental Exhibition proved to be the most extensive to date and high business activity proved that the dental profession in Germany at least had been holding back on re-equipment, following the setback in the Germany economy in 1966-67, waiting to see what the industry would show at the exhibition.

The next dental show will be held in Munich in 1971.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue.

BRITISH WEEK STOCKHOLM, *continued*

names to suggest and, if he has any doubts, he can always ring the British Week Office for advice. All I can do here is offer a cautionary word. The Swedish press is almost uniquely averse to commercial publicity – and the broadcasting monopoly, Sveriges Radio (which covers the single television service as well as radio) has a statutory obligation to eliminate trade names from anything it puts out except under very special circumstances. This is not to say that a good story will not be accepted – or a good picture. If it is genuinely newsworthy, it may be used. The important thing is, therefore, presentation. If you have a good story, put it out – but impress upon your press officer or PR agency that this is *not* the occasion for such well-worn press release phrases as 'a product of Britain's foremost manufacturer of . . .', or for 'getting the name in' in every second line! Putting the story across calls for the subtle approach, the personal angle (Swedes love to hear about designers, for instance) and imaginative pictures. One more point on this: put the British Week Office* on your press mailing list for everything you, your agent or your PR agency put out, We can often find a home for a good story ourselves.

Visiting Stockholm

The second point I mentioned as being suggested by the inquiries we are still receiving concerns visits to the market. If you or anyone else from your company are planning to come to Stockholm during British Week and you have not yet done so, tell BNEC Export Council for Europe† about the trip. The Council will be establishing on office in Stockholm at the Anglais Hotel, Humlegardsgatan, to serve visitors from Britain and it is helpful to know of your visit in advance.

Have a successful British Week!

* British Week Office, Kaptensgatan 3-5, 114 57 Stockholm (Tel. 63 03 15).

† BNEC Export Council for Europe, Dean Farrar Street, London, S.W.1 (Tel 01-930 3121).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

New sterling arrangements

HM TREASURY made the following announcement on September 9: 'The Chancellor announced in the House of Commons on July 8 that agreement had been reached in principle between the Bank of England and certain other central banks at Basle about the provision of a new facility to offset fluctuations in the sterling balances of sterling area countries. As has today been announced by the Bank for International Settlements, the central banks of Austria, Belgium, Canada, Denmark, Germany, Italy, Japan, Netherlands, Norway, Sweden, Switzerland and United States have now confirmed that they will make available to the Bank of England a medium-term facility for the equivalent of $2,000 million. The new arrangements will be brought into force immediately.

'As the Chancellor explained on July 8 the original offer was subject to satisfactory consultations with the sterling area countries. Accordingly, over the past two months consultations have been taking place with the object of establishing ways in which each sterling area country could participate and contribute to the general stability of sterling. The essence of the proposals is that in return for assurances by the Overseas Sterling Area about their future sterling holdings, the United Kingdom is offering a dollar-value guarantee on the bulk of each country's official sterling reserves. The Governor was able to report to the Basle meeting that excellent progress had already been achieved in these consultations. As a result the central banks mentioned above were able to confirm their offer of the $2,000 million facility.

'The Government propose to publish a White Paper about these arrangements, probably early in October.'

Chile and Bolivia: Reciprocal Credit Agreement

BY CIRCULAR Letter No. 1044 of August 12, the Central Bank of Chile notified all Chilean Banks of the signing of a Reciprocal Credit Agreement between Chile and Bolivia.

Chilean and Bolivian banks may deal direct with one another within the framework of the exchange and other export/import regulations operative in their respective countries, notifying their own Central Bank (Banco Central de Chile or Banco Central de Bolivia, as the case may be) of each operation and identifying it as being for clearance under the agreement. Disbursements or collections will be made by the Central Bank at each end, to the debit or credit of the commercial bank's account, in its books.

The agreement excludes any payments which Bolivia, in accordance with existing treaties, must make to Chile in respect of freights, insurance and port charges, etc., relating to goods in transit through Chilean territory.

Peru and Hungary

THE BRITISH EMBASSY in Lima has reported the signature on August 16, of a commercial agreement between Peru and Hungary. Hungary is understood to be particularly interested in buying from Peru fishmeal and raw materials for their textiles and metal industries, while selling in return pharmaceutical products, foodstuffs, mining equipment, heavy machinery, electrical and electronic goods, and machinery for port installations. Payments will be made in hard currencies.

Although no further information is at present available any inquiries relating to this notice may be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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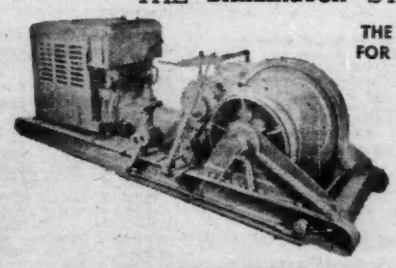

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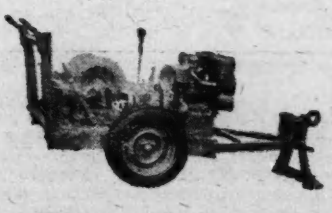

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(174/68) Development of Tourist Centre and Hotels for Ministry of Tourism. October 15. E.S.B. 32787/68.*

ARGENTINA

Agua y Energia Electrica:
(176/68) Transformer Station Equipment. October 16. E.S.B. 33597/68.
(177/68) Transformer Station Equipment. October 9. E.S.B. 33804/68.*
Servicios Electricos del Gran Buenos Aires:
(176/68) Air Compressor Plant. October 3. E.S.B. 33801/68.*
(176/68) Panel Board. October 3. E.S.B. 33802/68.*
(176/68) Cranes. September 27. E.S.B. 33598/68.*
(176/68) Generators. September 26. E.S.B. 33599/68.*
(177/68) Transformers. October 3. E.S.B. 33803/68.*

AUSTRALIA

Southern Electricity Authority of Queensland:
(174/68) Busbar Trunking. (Further Information.) Tender documents now available. E.S.B. 33197/68.*
(178/68) Valves. October 2. E.S.B. 33626/68.*
(178/68) Microwave Radio Link Equipment. (Further Information.) The closing date has been postponed to September 26. E.S.B. 28423/68.*
(176/68) Transformers for Townsville Regional Electricity Board. October 2. E.S.B. 33822/68.*

BELGIUM

(177/68) Telegraph Hub Repeater for SHAPE October 15. E.S.B. 33839/68.

BRAZIL

Companhia Auxiliar de Empresas Electricas Brasileira:
(176/68) Generator. (Further Information.) Tender documents now available. E.S.B. 32246/68.*
(176/68) Turbines. (Further Information.) Tender documents now available. E.S.B. 32247/68.*
(176/68) Circuit Breakers. (Further Information.) Tender documents now available. E.S.B. 33192/68.*
(174/68) Railway Wagons for Estrada de Ferro Sorocabana. September 30. E.S.B. 33539/68.*

BURMA

(178/68) Pharmaceuticals for Burma Pharmaceutical Industry. September 30. E.S.B. 33666/68.*
Ministry of Defence:
(174/68) Conduit Tubing and Fittings. September 28. E.S.B. 33296/68.*
(174/68) Textiles. October 31. E.S.B. 33293/68.*
(175/68) Pumps. October 7. E.S.B. 33505/68.*
(175/68) Cement. September 30. E.S.B. 33504/68.*
(175/68) Hand Tools. September 26. E.S.B. 33506/68.*
(175/68) Tubes and Fittings. September 28. E.S.B. 33507/68.*
(176/68) Nails, Cotter Pins, Hooks, Chains, Solder. September 30. E.S.B. 33821/68.*
(174/68) Laboratory Equipment for Paper Factory and Chemical Industries Board. November 30. E.S.B. 33503/68.*
People's Oil Industry:
(178/68) Radio Link. September 30. E.S.B. 33664/68.*
(178/68) Vacuum Tubes. October 3. E.S.B. 33637/68.*
(178/68) Air Compressors. October 7. E.S.B. 33639/68.*
(178/68) Recording Charts. October 5. E.S.B. 33640/68.*
(178/68) Cables. October 31. E.S.B. 33641/68.*
(178/68) Steel Rods and Plates for Union of Burma Alcohol Division. November 15. E.S.B. 33665/68.*
Union of Burma Railway Board:
(175/68) Bends, Elbows, etc. October 10. E.S.B. 33265/68.*
(175/68) Flanges, Sockets, Tees. October 10. E.S.B. 33578/68.*
(176/68) Pipes. October 10. E.S.B. 33579/68.*
(177/68) Twist Drills. October 14. E.S.B. 33661/68.*
(178/68) Brass and Copper Wire, Gauze, Rod, Sheet and Pipe. October 17. E.S.B. 33657/68.*
(178/68) Wire; Cable. October 21. E.S.B. 33636/68.*
(178/68) Welding Equipment. October 14. E.S.B. 33658/68.*
(178/68) Lighting Cells. October 21. E.S.B. 33667/68.*
(178/68) Pipes and Fittings. October 24. E.S.B. 33668/68.*
(178/68) Mild Steel Flat and Angle. October 21. E.S.B. 33669/68.*
(178/68) Rivets. October 14. E.S.B. 33659/68.*
(178/68) Coventry Dies and Chaser. October 17. E.S.B. 33662/68.*
(178/68) Screws and Washers. October 17. E.S.B. 33663/68.*

CANADA

(178/68) Spur Microwave System for British Columbia Hydro and Power Authority. October 22. E.S.B. 33655/68.

CEYLON

(175/68) Sulphuric Acid for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 32751/68.*
(178/68) Workshop Machinery for National Salt Corporation. September 27. E.S.B. 33674/68.
(178/68) Joints and Packing for Sri Lanka Sugar Corporation. September 25. E.S.B. 33677/68.
(175/68) Chalk for Tender Board. (Further Information.) Tender documents now available. E.S.B. 32746/68.*

COLOMBIA

(178/68) Transformers for Central Hidroelectrica de Caldas. October 23. E.S.B. 33654/68.

GREECE

(176/68) Lithographic and Drawing Material for Ministry of Commerce. September 25. E.S.B. 33593/78.*

INDIA

Bhabha Atomic Research Centre:
(177/68) Steel Slabs. October 16. E.S.B. 33825/68.*
(177/68) Tube and Shell Plates. October 17. E.S.B. 33824/68.*
(177/68) Tubes. October 14. E.S.B. 33826/68.*
(177/68) Ring Thermal Shield Plates. October 15. E.S.B. 33827/68.*
(178/68) Lug Forgings. October 18. E.S.B. 33828/68.*
(178/68) Water Treatment Plant for Bokaro Steel Ltd. October 24. E.S.B. 33645/68.
(176/68) Rectifier Sets for Central Railway Headquarters. (Further Information.) Tender documents now available. E.S.B. 31959/68.*
Damodar Valley Corporation:
(178/68) Control Centres. November 2. E.S.B. 31757/68.
(178/68) Chemical Feed Pumps. (Further Information.) E.S.B. 31854/68.*
Directorate-General of Supplies and Disposals:
(177/68) Forges. October 4. E.S.B. 33604/68.*
(177/68) Winches. September 27. E.S.B. 33603/68.*

Husqvarna Vapenfabriks Aktiebolag, of Sweden, have decided to fit the air filters made by Crosland Filters Ltd. of Nottingham to all motor-cycles made in their factories. The picture shows one of the filters being fitted to the motor-cycle.

(178/68) Pickling Plant for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 33142/68.*
(175/68) Route Relay Interlocking for South Eastern Railway, Calcutta. (Further Information.) Tender documents now available. E.S.B. 31595/68.*

IRAN

(177/68) Asbestos Cement Pipes and Fittings for Ghazvin Development Authority. October 15. E.S.B. 33872/68.*
(177/68) Aluminium Pipes and Accessories for Ministry of Agriculture. October 15. E.S.B. 33873/68.*

IRAQ

(175/68) Roller and Ball Bearings for Administrative Board. October 15. E.S.B. 33570/68.
(175/68) Washing Machine for Dairy Administration. (Further Information.) Tender documents now available. E.S.B. 32638/68.*
(175/68) Antitoxin, Sera, Vaccine for Director of Lymph, Vaccine and Serum. October 13. E.S.B. 33573/68.*
(175/68) Diesel Generating Sets for Directorate-General of Planning and Design. October 22. E.S.B. 33575/68.
Ministry of Defence:
(175/68) Paint. October 5. E.S.B. 33566/68.
(175/68) Boxes. October 5. E.S.B. 33567/68.
(175/68) Agricultural and Meteorological Instruments for Ministry of Finance. September 29. E.S.B. 33574/68.
Ministry of Municipal and Rural Affairs:
(175/68) Electric Lamps. September 28. E.S.B. 33564/68.
(177/68) Generating Sets. (Further Information.) Tender documents now available. E.S.B. 31883/68.*
(176/68) Steel Drum Sheets for Ministry of Oil and Minerals. September 28. E.S.B. 33571/68
(176/68) Insulators for Posts, Telegraphs and Telephones Administration. October 15. E.S.B. 33544/68.*
(176/68) V-Belts for Sarchinar Cement Administration. October 15. E.S.B. 33569/68.
(175/68) Microscopes for University of Mosul. Closing date not stated. E.S.B. 33546/68.*

IRISH REPUBLIC

Kildare County Council:
(175/68) Pumping Plant. October 9. E.S.B. 33534/68.
(175/68) Sewerage Scheme. October 9. E.S.B. 33535/68.
(175/68) Machinery for Sligo County Council. October 4. E.S.B. 33536/68.

KENYA

(177/68) Steel Wire for East African Posts and Telecommunications Administration. (Further Information.) The Closing date is further extended to October 30. E.S.B. 27589/68.

KUWAIT

(178/68) Crane for Ministry of Finance. (Further Information.) E.S.B. 32778/68.*

(*Continued on page 729*)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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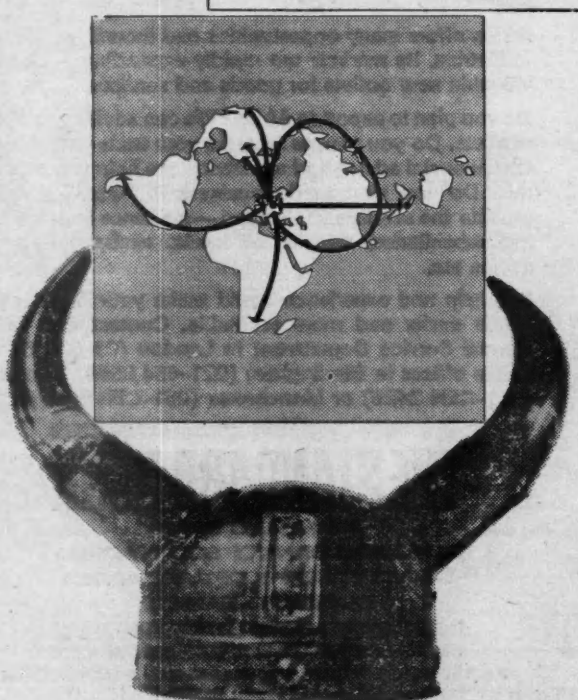

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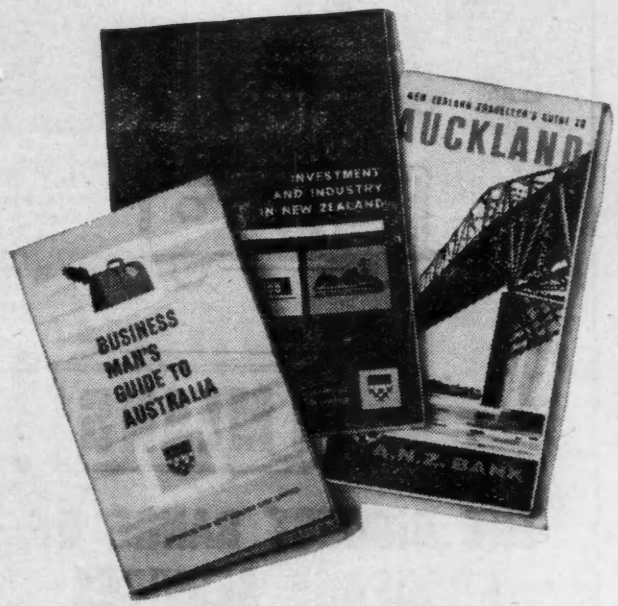
Information about Australia and New Zealand



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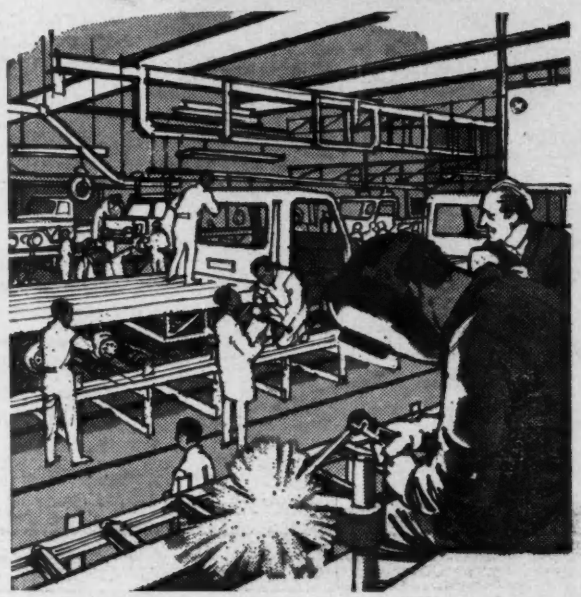

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INFORMATION FOR EXPORTERS, *continued*

LEBANON

(177/68) Telephone Cable and Equipment for Lebanese Telephone Administration. October 19. E.S.B. 33869/68.*

LIBYA

(177/68) Cables for General Electricity Authority. September 25. E.S.B. 33865/68.
(178/68) Sugar for **Ministry of Finance.** September 25. E.S.B. 33682/68.

MALAGASY REPUBLIC

(176/68) Machine Tools for La Direction Generale des Postes et Telecommunications. October 1. E.S.B. 33580/68.
(177/68) Stone Crushing Equipment for Ministry of Equipment and Communications. September 26. E.S.B. 33846/68.

MALAWI

(177/68) Construction of Houses for Malawi Government International Development Association. (Pre-qualification Information.) September 30. E.S.B. 33870/68.*

MALTA

Treasury:
(178/68) Blankets. October 3. E.S.B. 33670/68.*
(178/68) Pills and Tablets. October 3. E.S.B. 33672/68.*
(178/68) Pipes and Castings. October 3. E.S.B. 33673/68.*
(178/68) Sluice Valves. October 3. E.S.B. 33642/68.*

MOZAMBIQUE

Autonomous Highway Board:
(175/68) Construction of Bridges. October 1. E.S.B. 33517/68.
(175/68) Road Repair Works. September 26. E.S.B. 33522/68.
(176/68) Highway Reconstruction. September 28. E.S.B. 33523/68.
(176/68) Bridge Construction. September 26. E.S.B. 33524/68.
(177/68) Road Repair Works. October 1. E.S.B. 33525/68.
(175/68) Railway Equipment and Hydraulic Press for Ports, Railways and Transport Department. November 11. E.S.B. 33528/68.

NETHERLANDS

(177/68) Stationery and Office Requisites for Headquarters, Allied Forces, Central Europe. September 30. E.S.B. 33853/68.*

NEW ZEALAND

(177/68) Textiles for Auckland Hospital Board. November 1. E.S.B. 33840/68.*
Dunedin City Corporation:
(175/68) Battery. (Further Information.) Tender documents now available. E.S.B. 33166/68.*
(177/68) Lighting Fittings. October 21. E.S.B. 33868/68
(177/68) Electrical Equipment. October 21. E.S.B. 33867/68.

SINGAPORE, REPUBLIC OF

Ministry of Health:
(178/68) Chemical. September 30. E.S.B. 33675/68.
(178/68) Syringes, September 30. E.S.B. 33676/68.
(177/68) Machine Shop Equipment; Ship Plate Working Equipment; Dockside Cranes; Electrical Equipment for Port of Singapore Authority. September 30. E.S.B. 33899/68.*

SOUTH AFRICA, REPUBLIC OF

Cape Provincial Tender Board:
(177/68) Hand Tools. September 27. E.S.B. 33855/68.*
(177/68) Office Requisites. October 1. E.S.B. 33857/68.*
(177/68) Textiles; Haberdashery. October 1. E.S.B. 33858/68.*
(178/68) Tipping Bodies for Chief Engineer. Roads Department. September 25. E.S.B. 33618/68 and 33619/68.
Natal Provincial Administration:
(177/68) Drill Sharpening Machines. September 25. E.S.B. 33617/68.*
(178/68) Tipping Bodies. September 25. E.S.B. 33620/68*
(178/68) Platform Bodies. September 25. E.S.B. 33621/68* and 33622/68.*
State Tender Board:
(177/68) X-ray Unit. September 30. E.S.B. 33616/68.*
(177/68) Hospital Equipment. September 30. E.S.B. 33623/68.*
(177/68) Transformer/Rectifier Units. October 2. E.S.B. 33613/68.*

One of Lec Refrigeration Ltd's. private aircraft together with a sales team. In addition to flights by private aircraft, Lec export executives travel thousands of miles yearly by scheduled airlines. The company announce that their export figures for July have proved to be the highest since the company was formed 28 years ago. They show an increase of 65 per cent over July 1967, with an overall increase of over 20 per cent for the seven month period to July 1968. By immediately passing on the full benefits of devaluation in November last year Lec gained an advantage which is now showing results.

(177/68) Cable. October 2. E.S.B. 33614/68.*
(177/68) Cable. October 3. E.S.B. 33615/68..*

SUDAN

(175/68) Cables and Clamps for Ministry of Communications. September 28. E.S.B. 33509/68.*
(175/68) Brushes for Ministry of Works. September 25. E.S.B. 33511/68.*
(175/68) Drilling, Tapping and Studding Machine for Sudan Railway Stores. October 17. E.S.B. 33510/68.*

SYRIAN ARAB REPUBLIC

(177/68) Bitumen Boiler for Indents and Tenders Committee of the Syrian Army. Closing date not known. E.S.B. 33891/68.*
(175/68) Road Improvement for Ministry of Communications. October 5. E.S.B. 33299/68
(175/68) Silograph for Ministry of Defence. (Further Information.) The closing date has been postponed to October 15. E.S.B. 26166/68.

TUNISIA

(177/68) Packing Materials for La Pharmacie Centrale de Tunisie. October 20. E.S.B. 33625/68.*

TURKEY

(176/68) Reactors for Etibank Genel Mudurlugu. October 8. E.S.B. 33540/68.*
(177/68) Bridges for Karayollari Genel Mudurlugu. September 30. E.S.B. 33605/68.*
(177/68) Trichlorethylene for Machinery and Chemicals Industry Corporation. September 16. E.S.B. 33845/68.

UNITED ARAB REPUBLIC (EGYPT)

Mechanical and Electrical Engineering Department:
(177/68) Grinding Wheels, etc. October 7. E.S.B. 33610/68.
(177/68) Carbide Tipped Tools; Button Carbide. October 17. E.S.B. 33611/68.

URUGUAY

ANCAP (State Oil and Alcohol Monopoly):
(177/68) Vacuum Cleaner. October 8. E.S.B. 33808/68.
(177/68) Conveyor Belt. October 9. E.S.B. 33809/68.
(177/68) Fire-fighting Material. October 9. E.S.B. 33810/68.
(177/68) Diethanolamine. October 8. E.S.B. 33807/68.
(177/68) Rubber Inhibitor. October 10. E.S.B. 33811/68.
(177/68) Electrical Material. October 11. E.S.B. 33812/68.
(177/68) Ethyl Fluid. October 15. E.S.B. 33813/68.
(177/68) Chemicals. October 11. E.S.B. 33814/68.
State Waterworks (OSE):
(176/68) Water Treatment Plant. September 25. E.S.B. 33816/68.
(176/68) Water Supply System. September 25. E.S.B. 33817/68.
(177/68) Electrical Equipment. First call October 10; second call October 11. E.S.B. 33815/68.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(177/68) Inquiry for automobile workshop equipment; cold storage plant; laundry and dry cleaning equipment; neon signs. E.S.B. 34035/68.

Algeria
(174/68) Inquiry for canvas; cardboard; paper. E.S.B. 33484/68.

Australia
(174/68) Agency inquiry for crystalware. E.S.B. 33312/68.
(175/68) Inquiry for pvc sheeting. E.S.B. 33360/68.
(176/68) Inquiry for prescaler. E.S.B. 33412/68.
(175/68) Manufacture under licence – giftware; kitchen equipment; industrial supplies. E.S.B. 32055/68.

Australia – Waiver of British preference
(174/68) Inquiry for batteries. E.S.B. S/50/68.
(174/68) Inquiry for chemicals. E.S.B. S/52/68.
(174/68) Inquiry for flocked tape. E.S.B. S/53/68.
(174/68) Inquiry for surgical masks. E.S.B. S/54/68.
(177/68) Inquiry for casting impregnation facility. E.S.B. A/60/68.
(177/68) Inquiry for presses. E.S.B. S/56/68.
(177/68) Inquiry for tapioca flour. E.S.B. M/57/68.
(178/68) Inquiry for aerials. E.S.B. S/57/68.
(178/68) Inquiry for coil former. E.S.B. S/61/68.
(178/68) Inquiry for control modules. E.S.B. S/58/68.
(178/68) Inquiry for excavator. E.S.B. B/1/68.
(178/68) Inquiry for hydraulic hose. E.S.B. S/60/68.
(178/68) Inquiry for moulding compound. E.S.B. S/55/68.
(178/68) Inquiry for public address equipment. E.S.B. S/59/68.

Austria
(177/68) Agency inquiry for boats and accessories; dinghies. E.S.B. 33711/68.
(175/68) Inquiry for pvc sheeting; pvc bath mats. E.S.B. 32923/68.

Barbados
(174/68) Inquiry for refrigerator manufacturing equipment. E.S.B. 33462/68.

Bolivia
(177/68) Inquiry for ball and roller bearings. E.S.B. 33748/68.
(177/68) Inquiry for poplin; shirt making machinery. E.S.B. 10994/68.

Brazil
(175/68) Inquiry for plastics printing machinery; pvc bottle making machinery. E.S.B. 33719/68.

Bulgaria
(175/68) Inquiry for tin can manufacturing plant. E.S.B. 31509/68.

Canada
(175/68) Agency inquiry for coat linings. E.S.B. 33316/68.
(176/68) Agency inquiry for twist drills. E.S.B. 33527/68.
(174/68) Inquiry for foodstuffs. E.S.B. 33040/68.
(174/68) Inquiry for hospital equipment. E.S.B. 15795/68.
(175/68) Inquiry for air compressors. E.S.B. 33432/68.
(177/68) Inquiry for EPNS ware; glassware; kitchenware. E.S.B. 33946/68.

Canary Islands
(177/68) Inquiry for electrical measuring instruments; radio-controlled models. E.S.B. 33925/68.

Ceylon
(176/68) Agency inquiry for knitting wool; yarns. E.S.B. 33718/68.
(177/68) Inquiry for conveyor belt systems; covered vehicles; fork lift trucks; port lighters; vacuum units. E.S.B. 33918/68.

†For further details of the 'Export Service Bulletin' see page 726.

A typical Hoffman bearing which is manufactured and supplied for Sendzimir rolling mills. Hoffmann Manufacturing Co. export a considerable number of these bearings and earlier this year received a repeat order for a further 24 bearings for a Sendzimir mill in Norway.

Colombia
(176/68) Inquiry for whisky; gin. E.S.B. 30506/68.
(178/68) Inquiry for concrete panel manufacturing plant. E.S.B. 34087/68.

Cuba
(175/68) Inquiry for laboratory equipment. E.S.B 33453/68.

Czechoslovakia
(177/68) Inquiry for concrete panel production equipment; high frequency vibrators. E.S.B. 32103/68.

Denmark
(175/68) Agency inquiry for builders' sundries. E.S.B. 32365/68.
(175/68) Agency inquiry for reproduction furniture. E.S.B. 33083/68.

Finland
(174/68) Agency inquiry for cutlery; holloware; kitchen gadgets; porcelain and glass. E.S.B. 21004/68.
(177/68) Agency inquiry for hospital equipment; optical instruments. E.S.B. 31182/68.
(177/68) Agency inquiry for man-made yarns. E.S.B. 30579/68.
(175/68) Inquiry for rubber and plastic fabrics. E.S.B. 33722/68.

France
(177/68) Agency inquiry for beachwear; dresses; swimwear. E.S.B. 33916/68.
(178/68) Agency inquiry for abrasive sheets and strips; grinding wheels; rivets and riveting equipment; steel tubes, bars and wire. E.S.B. 33517/68.
(174/68) Manufacture under licence – industrial cloth. E.S.B. 33099/68.
(177/68) Import Restrictions. C.R.E. 8193/G.

Germany, Federal Republic of
(174/68) Agency inquiry for air conditioning equipment; storage heaters. E.S.B. 32996/68.
(174/68) Agency inquiry for typewriters; photo-copying equipment. E.S.B. 33332/68.
(175/68) Agency inquiry for wire. E.S.B. 2187/68.
(176/68) Agency inquiry for confectionery; foodstuffs; alcoholic spirits. E.S.B. 32384/68.
(177/68) Agency inquiry for knitwear, women's mantles and costumes. E.S.B. 33351/68.
(175/68) Inquiry for air cushion foil. E.S.B. 33050/68.
(175/68) Inquiry for 'do-it-yourself' articles; garden tools; household goods. E.S.B. 33438/68.
(176/68) Inquiry for graphite waste; silicon carbide blankets; steel grit and shot. E.S.B. 33982/68.
(177/68) Inquiry for identification tags; meat inspection appliances; veterinary instruments and appliances. E.S.B. 34018/68.
(177/68) Inquiry for steel bars. E.S.B. 34052/68.
(178/68) Inquiry for cosmetics; household goods; paper goods; plastic articles; soap; toys. E.S.B. 34088/68.
(178/68) Inquiry for hand tools. E.S.B. 34152/68.

Ghana
(178/68) Inquiry for elastic belting; hides and skins; synthetic materials. E.S.B. 31724/68.

Greece
(177/68) Inquiry for pump unit. E.S.B. 34035/68.

Guyana
(175/68) Agency inquiry for baby foods; batteries; stationers sundries. E.S.B. 32891/68.

Hong Kong
(175/68) Agency inquiry for educational aids. E.S.B. 26347/68.
(177/68) Inquiry for suede leather. E.S.B. 34023/68.

India
(175/68) Agency inquiry for electrical relays; insulating tapes; steel sheets; tool steel. E.S.B. 33434/68. E.S.B. 33323/68.
(175/68) Inquiry for cushion plates; valve plates. E.S.B. 33323/68.
(176/68) Industrial Development. E.S.B. 32485/68.

Iran
(178/68) Inquiry for ammonium sulphate; dental instruments and equipment; soil testing laboratory equipment; surgical instruments and operating theatre equipment; X-ray equipment. E.S.B. 24698/68.

Iraq
(177/68) Inquiry for consultancy services; telecommunications equipment. E.S.B. 33734/68.

Israel
(174/68) Agency inquiry for baskets; shoe grips; shopping carts. E.S.B. 30729/68.
(174/68) Agency inquiry for spinner winders; synethetic fibres and yarns. E.S.B. 28285/68.
(175/68) Agency inquiry for duplicator machine; moulding machines. E.S.B. 33437/68.
(175/68) Agency inquiry for perchlorethylene. E.S.B. 15829/68.
(178/68) Agency inquiry for recording charts. E.S.B. 34076/68.
(178/68) Agency inquiry for rubber. E.S.B. 28251/68.
(175/68) Inquiry for buttons and buckles; braids; fabrics. E.S.B. 33483/68.

Italy
(174/68) Agency inquiry for electronic comparators; machine tools; measuring instruments; tool steels. E.S.B. 32968/68.
(175/68) Agency inquiry for cocoa beans; coffee. E.S.B. 33326/68.
(175/68) Agency inquiry for rolling-mill cylinders. E.S.B. 33325/68.
(177/68) Agency inquiry for smokers' requisites; trinkets. E.S.B. 33013/68.
(177/68) Inquiry in respect of agricultural machinery. E.S.B. 29032/68.

Jamaica
(175/68) Inquiry for carpets; textile machinery. E.S.B. 18331/68.
(177/68) Inquiry for cutlery; jugs; tea pots. E.S.B. 33486/68.
(177/68) Inquiry for film studio equipment. E.S.B. 33986/68.

Japan
(174/68) Agency inquiry for knitwear; shoes. E.S.B. 32499/68.
(175/68) Agency inquiry for sportswear. E.S.B. 32413/68.
(178/68) Agency inquiry for mohair/woollen materials for ties. E.S.B. 11499/68.
(175/68) Inquiry for fashion accessories; giftware; smokers' requisites. E.S.B. 33926/68.

Jordan
(175/68) Agency inquiry for adhesive paper; chinaware and glass; domestic appliances; ironing stands; oil heaters; silverware. E.S.B. 33463/68.
(175/68) Agency inquiry for pipes. E.S.B. 28315/68.
(178/68) Inquiry for sports goods; sportswear. E.S.B. 34123/68.

Kenya
(175/68) Agency inquiry for hair cloth; wadding. E.S.B. 33017/68.

Libya
(177/68) Inquiry for domestic electrical appliances; glassware; household goods. E.S.B. 33984/68.

Luxembourg
(177/68) Inquiry for cosmetics; dietetic foodstuffs. E.S.B. 33789/68.

Macao
(176/68) Economic and commercial representation. E.S.B. 1209/G.

Malaysia
(175/68) Inquiry for process control equipment. E.S.B. 31557/68.

Malta
(178/68) Agency inquiry for batteries; radio gramophones; record players. E.S.B. 33450/68.

(*Continued on page* 733)

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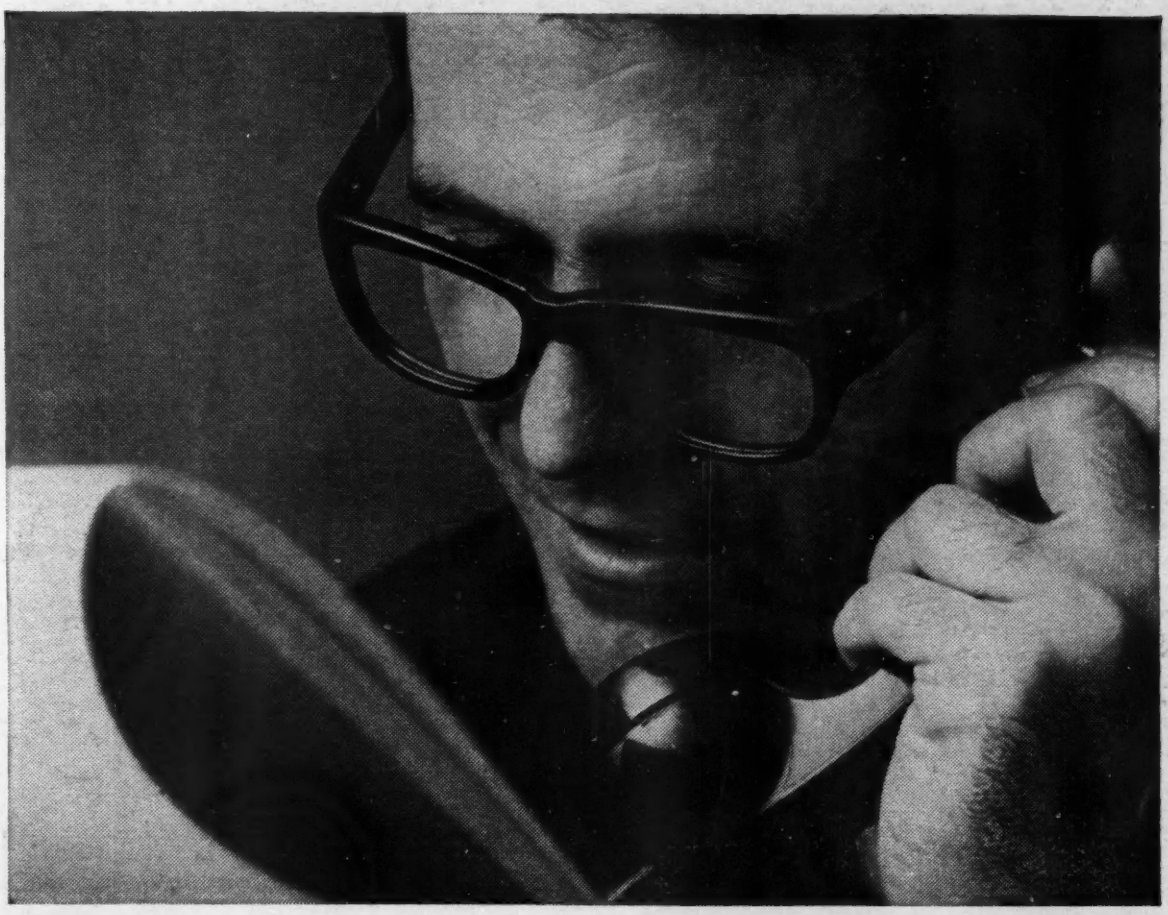

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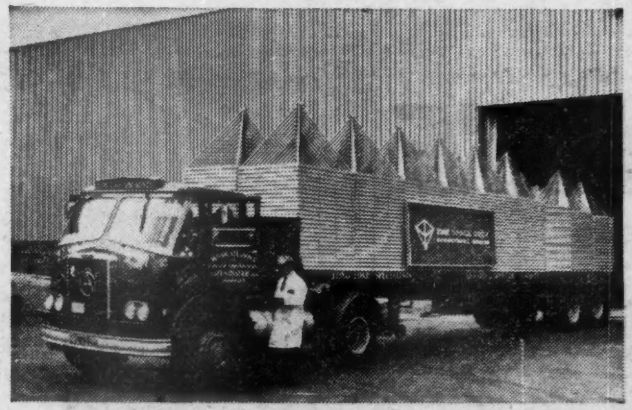

An export order for £90,000 of Space Frame roofing units has been won by Space Decks Limited of Chard, Somerset. These Space Deck units – totalling nearly 54,000 sq. ft. of roofing area – are now on their way to Abu Dhabi. The units, when assembled, will provide roofing for 13 schools. Roofs for two of the schools are seen beginning their journey from the Space Deck factory in Chard.

Three huge packing cases, which are seen here under construction at J. Hickman & Son (Brierley Hill) Ltd. Dudley, are for three malting steeps each about 10 feet in diameter. The steeps, which are to be transported in an inverted position, are for the Iran Malt Company, and will form part of a complete brewery designed by Gordon Smith and Partners of Bristol.

AGENCY AND EXPORT OPPORTUNITIES, *continued*

Mexico
(175/68) Agency inquiry for electrical components; gas detectors and alarms. E.S.B. 5932/68.
(175/68) Inquiry for steel curved roofing sheets. E.S.B. 33415/68.

Netherlands
(174/68) Inquiry for plastics raw materials. E.S.B. 32900/68.

Nigeria
(175/68) Agency inquiry for pharmaceuticals. E.S.B. 33424/68.
(177/68) Inquiry for aerosol fillings. E.S.B. 29713/68.

Norway
(176/68) Inquiry for doctor blades. E.S.B. 31717/68.

Paraguay
(177/68) Inquiry for automotive spare parts. E.S.B. 33991/68.

Saudi Arabia
(177/68) Inquiry for cutlery; hollowware; kitchen gadgets; vacuum and insulated flasks. E.S.B. 26646/68.

Singapore, Republic of
(174/68) Inquiry for power trowels. E.S.B. 33714/68.
(175/68) Inquiry for bath sets; clothing; cutlery; foodstuffs; glassware; hollowware; ovenware; textiles. E.S.B. 33458/68

South Africa, Republic of
(174/68) Agency inquiry for dehydrated foodstuffs. E.S.B. 33329/68.
(175/68) Agency inquiry for pneumatic and hydraulic control equipment. E.S.B. 16058/68.

Spain
(176/68) Inquiry for chocolate. E.S.B. 29944/68.

Sudan
(177/68) Import Duty Surcharge. E.S.B. 1209/G.

Sweden
(174/68) Agency inquiry for garden accessories; sports equipment; toys. E.S.B. 24498/68.
(174/68) Agency inquiry for tyre and tube repair materials. E.S.B. 26416/67.
(175/68) Agency inquiry for slacks and shorts. E.S.B. 33314/68.

Switzerland
(175/68) Inquiry for self adhesive tapes and labels. E.S.B. 25218/68.
(177/68) Inquiry for babywear. E.S.B. 34024/68.
(177/68) Inquiry for rubber o-rings. E.S.B. 34019/68.
(177/68) Inquiry for whisky. E.S.B. 34056/68.

Thailand
(175/68) Agency inquiry for domestic appliances; glassware. E.S.B. 30030/68.

Turkey
(177/68) Inquiry for automotive parts and accessories; engines; motorcycle parts and accessories. E.S.B. 26878/68.

United Arab Republic (Egypt)
(177/68) Inquiry for flax processing machinery. E.S.B. 34077/68.

United Arab Republic/Jordan
(176/68) Trade Protocol. E.S.B. 1209/G.

United States of America
(175/68) Agency inquiry for air and water pollution control equipment. E.S.B. 31045/68.
(177/68) Agency inquiry for camping equipment. E.S.B. 27109/68.
(178/68) Agency inquiry for sweaters. E.S.B. 34054/68.
(174/68) Inquiry for glass handling equipment. E.S.B. 33377/68.
(174/68) Inquiry for replacement tractor spares. E.S.B. 33423/68.
(175/68) Inquiry for crystalware; furniture; leather goods; novelties; toys. E.S.B. 33391/68.
(175/68) Inquiry for curling boots. E.S.B. 33973/68.
(175/68) Inquiry for dental tools; hand tools; lathes; magnifying glasses; motors; pumps; soldering equipment; thermal stripper; watch repair tools. E.S.B. 33461/68.
(175/68) Inquiry for tiles. E.S.B. 33039/68.
(178/68) Inquiry for adult games. E.S.B. 34162/68.

Uruguay
(175/68) Inquiry for motor vehicles. E.S.B. 33911/68.

Venezuela
(174/68) Agency inquiry for paper. E.S.B. 33098/68.
(177/68) Inquiry for decorative metal alloy plates and trays; metal alloy hardware; wallpapers. E.S.B. 33352/68.

Zambia
(174/68) Inquiry for blockboard and chipboard. E.S.B. 33742/68.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne 1 (Newcastle 27575 - Telex 53277)

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham (Nottingham 46121 - Telex 37572).

EASTERN: Mr P L K Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2345 - Telex 22737/8)

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SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham. 15 (Birmingham Mid 8191 - Telex 33376)

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SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

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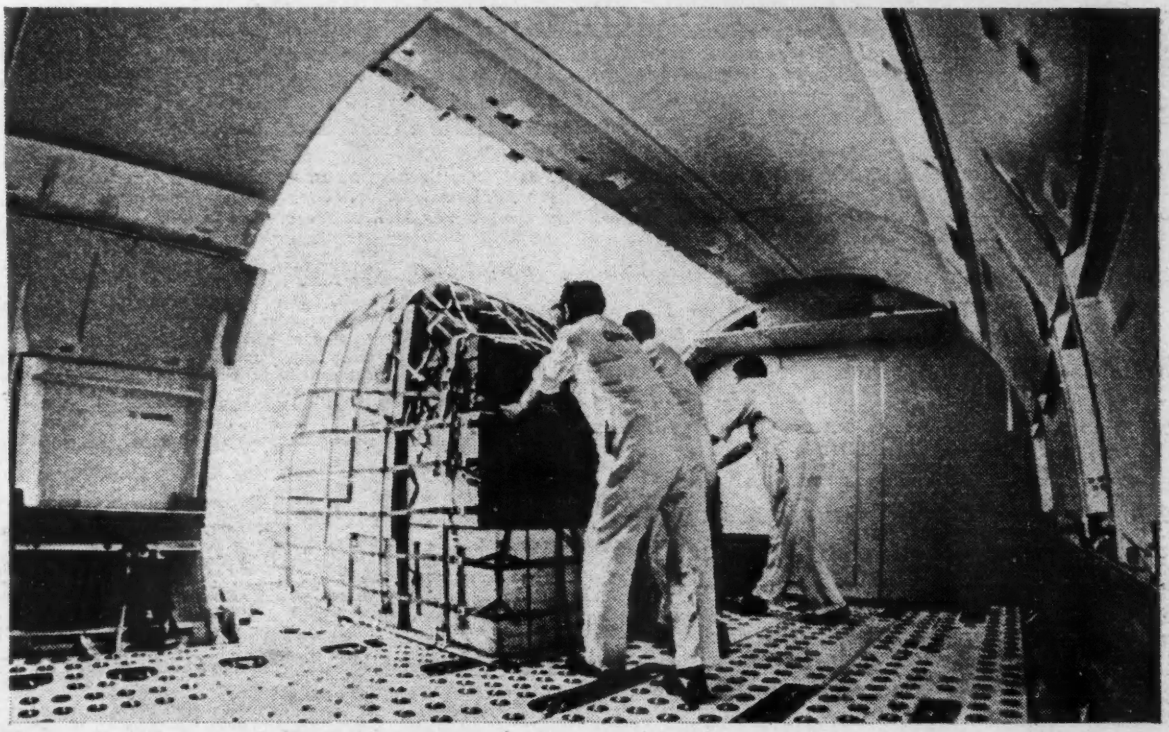

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Trade (see page viii of this issue) or the Export Services Branch, Hillgate House, 35 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Technical sales visit

MR. TERRY PROCTOR, export technical manager of Osram-GEC's export subsidiary – GEC-Lamps & Lighting Ltd. – has flown to Argentina on a technical sales visit on behalf of the company. He will visit Cordoba, Mendoza, Mar del Plata and Buenos Aires. While in Cordoba, Mr. Proctor has been invited to address the National Lighting Congress (September 18-21) by Mr. G. L. Fuchs, the President.

Further visit to United States

FOLLOWING his recent sales tour of the United States, Mr. Gordon S. Allen, chairman and managing director of Cosmocord Ltd., Waltham Cross, Herts, has returned to America for another promotional visit to further sales of the Cosmocolor 5/90, a complete colour reproduction department marketed as one package deal. The five days visit to New York and Chicago was in response to arrangements made during his last trip when the limited time at his disposal did not allow for meetings with all those who had displayed keen interest and had asked for further information.

Mr. Allen took with him a colour sound film which describes in full detail the working and the economies of the 5/90 system.

Turkish visit

MR. FRANK SAVILLE, market development manager, Highway Trailers (Great Britain) Ltd., is currently in Turkey visiting the International Trade Fair at Izmir. In conjunction with a consortium of British manufacturers, the company are exhibiting a refrigerated box-van semi-trailer designed to meet the demand for such units which are required for the distribution of Turkish produce throughout the Middle East. Mr. Saville's visit is in response to the interest that has been taken in the vehicle since the exhibition opened on August 20.

Textile equipment mission to United States

A TEAM of 11 British manufacturers of textile control and process equipment are to visit South Carolina from October 18 to November 9 on a mission sponsored by the British National Export Council. On arrival, the leader of the mission, Mr. Hugh Wyn Griffith of Shirley Developments Ltd., Manchester, will present to the Mayor of Greenwille, centre of the United States textile industry, a scroll from the Mayor of Manchester.

For the first week of their visit the members will be at the Southern Textile Exposition, the annual United States textile show, in Greenville. They will show their latest equipment, including weft straighteners, single-end yarn testers, dye testing machinery, heat control machinery, knitting, napping and shearing machines and many other items of advanced technological design. Later, members will be visiting plants in the area, which is the purchasing headquarters of the United States textile industry and one of the world's largest markets for textile machinery.

Australian and United States visit

MR. D. C. JEFFREY, technical and sales director of Hugh Smith (Glasgow) Ltd. is to visit steel fabrication companies during a six weeks' visit to Australia and the United States in November/December. During his visit Mr. Jeffrey will stress the firm's hydraulic plate bending machine and plate edge milling machine. Orders valued at £200,000 have been placed by firms in the United States for five of the former machines.

Visit to the Far East

MR. W. G. COWAN, managing director of J. H. Carruthers and Co. Ltd., of East Kilbride, Glasgow, leaves for his second visit to the Far East in less than a year at the end of September. Mr. Cowan is visiting Singapore during the first week of October, following which he will leave for Thailand. Travelling with Mr. Cowan will be Mr. C. Dale, the company's export sales executive.

Mr. Cowan is interested in expanding his company's contacts in the Far East, with special emphasis on their range of overhead 'Monobox' and 'Goliath' cranes. Under construction at the works are cranes for power stations in Hong Kong and Fiji. The company is also having international success with a device which has overcome the problems of efficient removal of water and water vapour from air and other gas pipelines.

Third tour this year

MR. FRANK ELVY, managing director of the Cimex group of companies based at Orpington, Kent, has left for a sales tour of Czechoslovakia, during which he will visit the Brno Fair where his firm is exhibiting. This is Mr. Elvy's third visit to the country this year.

New Modular Theatre installation at Leiden University

AFTER AN eight-month 9,000-mile tour of Western and Eastern Europe, Medic-Ex, the mobile exhibition which formed the first co-ordinated export drive by British medical equipment manufacturers and which was sponsored by Theobold-Corke Limited, has returned to Britain. During the period the exhibition visited every country in Europe where interest was shown by hospital and ministry authorities, in particular in Poznan, Prague, Budapest and Bucharest.

Honeywell, whose modular operating theatre system was a main feature of the exhibit, received an order for a theatre system from Leiden University, Holland.

The other main exhibitor was Portex who showed their range of surgical and medical plastic products.

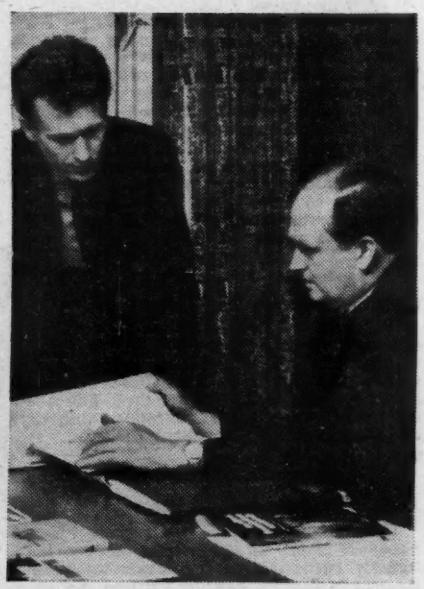
Factory workers visit export customer during holiday

A novel gesture has been made by a party of factory workers and their families who gave up a day of their camping holiday in Spain to pay a goodwill visit to the factory of a new export customer of their company. Employees of Highway Trailers (Great Britain) Ltd., Southampton, Hants., hearing of an export contract a few weeks before they were due to leave for Spain asked Mr. J. D. McGregor, managing director, if arrangements could be made for them to visit the Spanish company, Technimecanica Norma, SA of Barcelona.

As a result, not only did the Spaniards send a coach and interpreter to pick them up at their camp, 40 miles away, but opened their factory which was closed for the holidays and entertained them to a Paella banquet and Flamenco dancing at the factory.

The British party, which was 27-strong and headed by Mr. Ted Hillier, a driller at Highway Trailers, brought with them a plaque featuring the company's emblem, an album of the different trailers they manufacture and a letter of greeting from Alderman H. L. Davies, Mayor of Southampton.

During their tour of the factory, the works party saw Highway trailers and containers in the process of manufacture by Technimecanica Norma who are building these units under licence.



Mr. John Copeman, managing director of Maclaren and Sons, the Croydon publishing house, has left on a six-weeks' 30,000 miles book export sales drive throughout the Far East. His itinerary includes visits to Calcutta, Bangkok, Kuala Lumpur, Singapore, Perth, Sydney, Hong Kong, Tokyo, Osaka, Karachi, Delhi, Teheran and Beirut. He is due back in Britain on October 5. During his trip, Mr. Copeman, who is a member of the Council of the Institution of the Rubber Industry, will be attending the Natural Rubber Conference 1968 in Kuala Lumpur, and the First Australian Rubber Technology Convention, at Terrigal in New South Wales. The picture shows Mr. Copeman (right) discussing the final details of his tour with Mr. Neil Hammerton, his book publishing division manager.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Brazilian contract for Britain

Universal Metallic Packing Co. Ltd. and the Glacier Metal Co. Ltd., both members of the Associated Engineering Group, announce that they have completed negotiations for a £200,000 order to supply ships' bearings and seals to Brazil.

Whisky for Australia

Van Cooth & Co. Pty. Ltd., has been appointed official agent throughout Australia for Tomatin Distillers Exports Ltd's. 'Big T' blended Scotch and name-branded five-year-old and 10-year-old Highland malt whiskies. Making the announcement, Mr. Peter Wright, managing director, said that his company's first shipments to Australia mainly comprised 'Big T' in bulk, equivalent to 1,200 cases.

Irrigation in Nicaragua

Nicaragua, the largest state in Central America has signed a £2.9 million turnkey contract with the British consortium Wright Rain-English Electric for a sprinkler irrigation system, to provide water for the sesame, grass, soya bean and cotton crops of two areas to the north-west and south-west of the city of Leon. A total area of 40,000 acres will be supplied from 150 separate pumping stations by bringing underground water to the surface through bore holes. The scheme will allow second cropping and rotation programmes for the first time in these areas by sprinkling 2.82 inches of water at intervals of 12 days, working day and night.

Cleaning machines for France

Traitsol, the French division of the British company Progress Floor Treatments Ltd., a member of the Reckitt & Colman Group, has won a £120,000 order for about 800 floor cleaning machines from the Education Nationale (the French education authority) for use in schools throughout France.

£1 million water turbines order

The Harland Engineering Company Limited announce that further export orders have recently been received for major waterworks schemes in Zambia, Nigeria and Iraq. An order for three 142,000 h.p. water turbines for Manapouri has been received from the Ministry of Works, New Zealand, which, when completed, will bring the total horsepower of Harland turbines installed in New Zealand to over 1,000,000 b.h.p. The total value of these contracts is approximately £1.1 million.

Repeat orders

John Lysaghts, of New South Wales, Australia, have awarded AEI-Herr, of Walsall, a £130,000 order for the process section of an electro-galvanizing line. This is the second major order in the last three years that AEI-Herr have received from the same customer. Alcan Iberico, of Alicante, Spain, have recently

Platforms at five of Ireland's main stations – Connolly, Pearse and Heuston in Dublin, Kent in Cork and Galway – have been equipped with electrically-powered Cimex Eagle combined scrubbing and drying machines for cleaning their marble-tiled platforms. The machines were supplied recently to Coras Iompair Eireann.

placed an order with AEI-Herr for an aluminium strip line which combines tension levelling and cut-to-length features, also trimming and slitting facilities. This is the sixth tension levelling line that AEI-Herr have sold in the last five years, and the second to Alcan. The order is valued at £170,000.

Railway workshops for Zambia

John Howard and Company Limited, of London have awarded a contract valued at approximately £80,000 to Foundation Engineering (Overseas) Ltd. for carrying out some 700 bored foundation piles of varying diameter for the new railway workshops at Kabwe, Zambia. Foundation Engineering (Overseas) Ltd. begin their 14 weeks of piling work on site shortly.

John Howard and Co. Ltd. were awarded this £5.7 million contract for the new railway workshops in April 1968 by the Government of Zambia. The consulting engineers are Livesey & Henderson, of London and Lusaka.

SWS receive repeat order

South Wales Switchgear Limited has received a £20,000 repeat order from the Piræus Power Company, Greece, for a number of D8/12X 250 MVA units. South Wales Switchgear is a member of the Aberdare Holdings Group.

Fumigation equipment for Pakistan

Rentokil Laboratories Ltd. have obtained an order worth £10,500 for the supply of fumigation equipment to the Government of Pakistan. The special equipment is all being made in the company's workshops at Victoria Dock Road, London, and will be used to apply methyl bromide gas against the insect pests which attack stored grain. The contract was negotiated by Mr. F. J. Poole, export manager, from Rentokil's East Grinstead headquarters.

Repeat order from Greece

Henry Simon Ltd. have received a repeat order from VIS Containers Manufacturing Co. Ltd., of Athens, Greece, for a Simon-Swift corrugator.

North American contracts

A contract for the supply of 106 230 kV centre-break isolators, type RC 500, to a total value of over £150,000 has been awarded to Switchgear and Equipment Ltd., of Banbury, Oxon, by Manitoba Hydro of Canada. The isolators will be used to reinforce the existing EHV transmission network in the Winnipeg area of Canada. This is the second major North American contract obtained by the firm and follows the contract for $156,000 worth of isolators awarded by the Bonneville Power Administration of Oregon, United States, in June of this year. Export orders obtained by the company since November 1967 in the Western Hemisphere now total £422,000.

Record sales of ploughs

Export orders for Chance chisel ploughs have reached a record figure. Already this year components sufficient to manufacture 200 five-tine ploughs have been sold to France and other Common Market countries. This success follows the appointment of Ets. Beauvais & Robin, of Angers, France, as European sales agents. Under the arrangements, Chisel Ploughs Ltd., Ditchingham, Norfolk, supply all essential components to the agents for assembly and sale under the Chance name. Components are delivered by road haulage direct to Angers where they arrive within 24 hours of being despatched.

Italy-Spain cable link-up

A £4¼ million 1,000 mile submarine telephone cable capable of carrying 640 high quality (3 kHz) conversations is to be laid between Palo, near Rome, and Estepona, south-west of Malaga in Spain. The cable, submerged transistorized repeaters and terminal equipment for the new link will be manufactured and installed by Standard Telephones and Cables Limited of London. The new cable will be ready for service in the spring of 1970.

The contract, awarded to STC after competitive tendering is the fifth the company has recently won for this type of 640 (3 kHz) channel 5 MHz system, involving a total of 2,670 route miles, 314 submerged repeaters and a total order value in excess of £13 million.

It was for this kind of export success in submarine cable systems that STC received the Queen's Award to Industry earlier this year.

Automatic control systems for North America

Seventeen cinemas in the United States and Canada are installing a new range of British automatic control systems for cinemas. The equipment has been developed for the general requirement of the American and Canadian markets by Essoldomatic Limited, a company jointly owned by Essoldo Circuit (Control) Limited, and Rank Audio Visual Limited. Cinemation control systems are designed to control the majority of routine functions which are normally performed manually by cinema projectionists. Any operation, in fact, which depends on repetitive cycles can be programmed for fully automatic operation.

Record exports

At the end of an all-time record month, exports of J. C. Bamford Excavators Ltd., of Uttoxeter, Staffs, earth-moving equipment for July totalled almost £1 million. Exports so far this year are 45 per cent up compared with the same period in 1967, and last year's total export figure has already been reached. Much of the increased overseas trade has come from Spain, the Middle East and Common Market countries.

Increase in knitwear orders

Cox, Moore & Co. Ltd., Nottingham makers of knitwear for men, have announced further successes in their overseas sales drive. Results for the first seven months of the year ending July, show an increase in orders of £250,000 compared with a similar period in 1967. Indications are that the August order book will be doubled and it is fully expected that this trend will be fully maintained in the months ahead. Mr. Fred Moore, overseas sales director, is to visit Europe, the second time this year. He said that demands for the company's garments is increasing in Latin-American centres, and United States interest is also 'moving forward'.

Overseas response to new device

A Glasgow company J. H. Carruthers and Co. Ltd., has been surprised by the response from overseas industry to a recently introduced device for the removal of water and water vapour from compressed air and other gas pipelines. The device known as the 'Supreme Vortex' was announced six months ago at a price of about £100 per unit and already the company has booked orders worth more than £20,000 – about half of these coming from Australia. In addition, a number of companies, particularly in the United States, have run independent tests on the separator and produced reports of its efficiency. The company claim that the 'Supreme Vortex' can give extraction efficiencies of as high as 99.99 per cent. They are produced in cast iron for normal air operating conditions cast steel for high pressures and special materials for petrochemical plant use. Other countries which have placed orders are South Africa, Germany, Holland and Italy.

Canoes for Eire

Long-distance racing canoes made entirely of glass reinforced plastic have been chosen by the Irish Canoe Union for their own and other international teams competing in the Liffey Descent long-distance canoe race in Dublin. These canoes, which have been used successfully this season by members of the British Mexico Olympics canoe team, are constructed by Kirton Kayaks Limited of Crediton, Devon, from materials supplied by Deeglas Fibres Limited of Camberley, Surrey.

Kirton Kayaks, which has already received its first export orders from the United States, is planning increased production. Inquiries have been received from Europe, South Africa and Australia.

£99,000 Cameroon contract

A £99,000 contract for the supply of advanced telephone exchange equipment to the Cameroons has been announced by Plessey Telecommunications Group. The order was placed by Communications Consultants Limited for the Federal Government of Cameroon (Ministry of Posts and Telecommunications). The equipment is being manufactured at the Subscribers Apparatus Division of Plessey at Beeston, Nottingham.

Communications equipment for Libya

Advanced telecommunications equipment worth £139,000 is to be supplied to Libya under contracts gained by Plessey Telecommunications Group of Beeston (Nottingham). The equipment will be used in Post and Telegraph throughout Libya.

Iranian plant contract

A 1¼ million dollar contract for a new sulphur recovery plant on the Iranian Gas Trunkline Project (IGAT) at Bid Boland, South Iran, has been awarded to The Ralph M. Parsons Company (UK) Limited, London, by the National Iranian Oil Company, IGAT Project. Overall erection contractors of the plant are Costain Press and the pipeline engineering consultants, IMEG. Completion is expected by the end of 1969.

Marine radar for United States

Plessey Radar are breaking into the marine radar market with a set designed specifically for the United States private boat owner. Designated the MR 12, this new equipment is the outcome of a market survey and two years development and testing, and it will be marketed throughout the United States, Mexico and the Caribbean by the Benmar Division of the Computer Equipment Corporation of California. It will also be introduced at the New York Boat Show in January 1969.

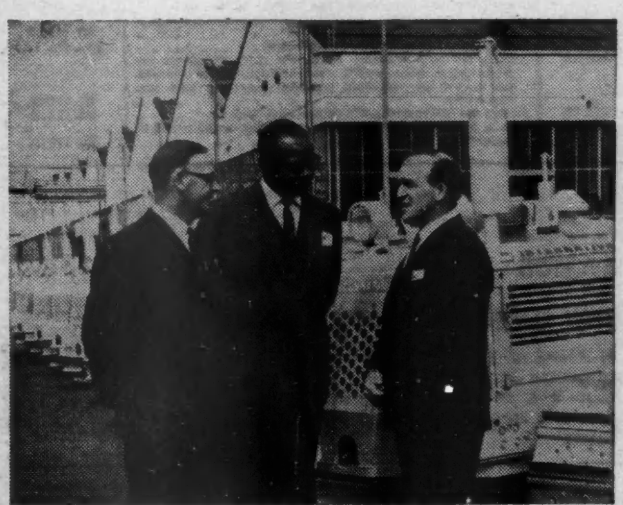
Group Captain Edward Fennessy, managing director of the Plessey Electronics Group said 'We have already received a very substantial initial order from the United States for these sets worth in total more than $500,000.

£1.8 million traction order for SA Railways

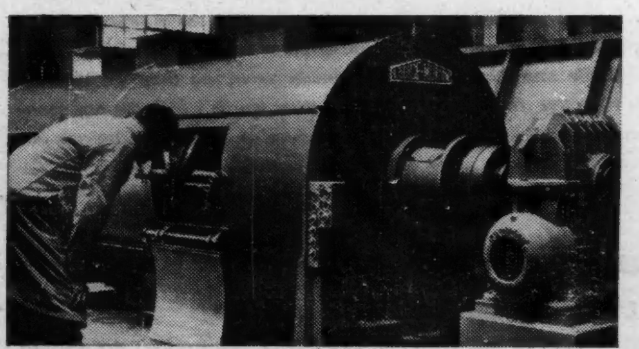
A further £1.8 million traction order has been placed by South African Railways with AEI South Africa (Proprietary) Ltd. on behalf of AEI Traction Limited and The English Electric Company Ltd., for electric traction equipment for 202 suburban multiple-unit coaches including 55 motor coaches, to operate on the suburban systems of Cape Town, Durban and Johannesburg. The order follows closely on a £4.9 million order from South African Railways for 100 sets of locomotive equipment, placed with the same two British firms in July 1968. It brings the total number of electrical equipments ordered for South African Railways from AEI and EE to 795 for motor coaches and 1,160 for locomotives.

Record steel exports

Record exports of steel during August are reported by the Colvilles Division of the British Steel Corporation's Scottish and North-west Group. In the space of 10 days a total of 33,500 tons of blooms, plate and coiled strip were shipped via the Scottish ports of the Clyde, Leith and Grangemouth. During one week there were nine ships at Scottish ports loading steel for the United States, to which went the biggest shipment (21,500 tons) the Middle East, Spain, France, Sweden and Eire.



A consignment of 17 crawler tractors, worth £57,000, with allied equipment, ordered from International Harvester Company of Great Britain Limited by the Ghana Supply Commission, has been handed over to HE S. K. Anthony, the High Commissioner for Ghana, at the manufacturer's Doncaster works. Seen at the handing over ceremony are (left to right) Mr. R. O. Kelly, works manager; HE S. K. Anthony, and Mr. Harold Walker, MP for Doncaster.



A £4,500 Lodige/Morton Mixer undergoing final inspection at the Wishaw works of the Morton Machine Company Ltd. before shipment to the Union Carbide Australia Ltd., Sydney, for the manufacture of plastic moulding powders.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of these Regulations may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

CEREALS

Regulation (CEE) No. 1326/68 sets out particular arrangements for the taking over of certain cereals by the intervention organizations for the 1968/1969 marketing year (*Journal Officiel* No. L215 dated August 30, 1968).

Regulation (CEE) No. 1327/68 sets out particular arrangements concerning the denaturation by incorporation of soft wheat from the 1968 harvest (*Journal Officiel* No. L215 dated August 30, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1306/68 relates to the sale of butter from public stock (*Journal Officiel* No. L214 dated August 29, 1968).

Regulation (CEE) No. 1308/68 relates to the sale of butter from public stock intended for exporting (*Journal Officiel* No. L214 dated August 29, 1968).

Regulation (CEE) No. 1324/68 establishes particular conditions for the export of certain cheeses to Switzerland (*Journal Officiel* No. L215 dated August 30, 1968).

OILS AND FATS

Regulation (CEE) No. 1323/68 fixes the production refund for olive oil used in the manufacture of canned fish and vegetables (*Journal Officiel* No. L215 dated August 30, 1968).

SUGAR

Regulation (CEE) No. 1292/68 fixes the basic amount of the export refund for syrups and certain other products in the sugar sector (*Journal Officiel* No. L212 dated August 27, 1968).

Regulation (CEE) No. 1305/68 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L214 dated August 29, 1968).

The export refund and import levy as fixed by Regulation Nos. (CEE) 1292/68 and 1305/68 above are published periodically in the *Journal Officiel*. Details of these export refunds will not in future be published in the *Board of Trade Journal*, but current rates may be obtained from the address given above.

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
903/67	Altering the amounts of the variable components applicable to goods coming under CCT No. 18.06 B	1s. 9d. (2s.)
1018/67	Amplifying Regulation No. 365/67 relating to the rules for fixing in advance the levies applicable to rice and brokens	8d. (11d.)
1024/67	Altering the additional amount on certain pigmeat products	8d. (11d.)
1027/67	Relating to the fixing of basic quotas for sugar	10d. (1s. 1d.)
1036/67	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
1080/67	Fixing the refunds for processed products based on cereals and rice, including compound feeding stuffs.	1s. 6d. (1s. 9d.)
12/68	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
99/68	Fixing the refunds for rice and brokens	10d. (1s. 1d.)
101/68	Fixing, for each Member State, the price difference for white sugar to be applied when calculating the levy and the refund on processed products based on fruit and vegetables	8d. (11d.)
133/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
188/68	On the premiums and discounts applicable to the prices of sugar-beet	8d. (11d.)

FRANCE

Duty quotas for imports

THE *Board of Trade Journal* of May 17 published a notice about duty quotas (page 1544). The French *Journal Officiel* of August 28 published a notice amending the information contained in this notice. The amounts for Tariff No. Ex 77.01 A should now read as follows:

Tariff No.	Description	Amount metric tons net
Ex 77-01 A	Unwrought magnesium containing more than 99·7% by weight of pure magnesium	50
Ex 77-01 A	Unwrought magnesium containing 99·7% or less by weight of pure magnesium	100

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Liberalization of imports

THE FRENCH *Journal Officiel* of September 5 announced the deletion (with immediate effect) of the following item from the list of goods recently subject to quantitive restrictions in France. (See *Board of Trade Journals* of July 5, page 10, and July 12, page 133.)

Tariff No.	Product
ex. 53.11	Woven fabrics of wool or fine animal hair: fabrics of carded wool.

However, imports of these items will instead be subject to the technical visa procedure. Importers who have already applied for licences should now make applications for a technical visa using import declaration form D1. It will not be necessary for importers to attach a further pro forma invoice provided they notify the Direction of Industry under a covering letter of the number or numbers of the licences they originally requested and receipt of which have been acknowledged.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Import restrictions

THE *Board of Trade Journal* of September 6 published details concerning the second allocation of the new import quotas (page 680). The French *Journal Officiel* of August 28 published an amendment to this information. The date by which licence applications for the textile items covered by Tariff headings 51.04, ex 55.05, 55.08, 55.09, 56.07, ex 60.03, 60.04, 60.05, ex 61.01, ex 61.02, 61.03, 61.04, 61.05 and ex 62.02 should be received should read 'before 11.30 a.m. of September 13, 1968', instead of September 23 as previously stated.

Any inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408 or 288) where the full French text can be seen.

ICELAND

Introduction of import levy

THE ICELANDIC GOVERNMENT have introduced with effect from September 3, 1968, a provisional law imposing a 20 per cent import levy.

The text of the provisional law is as follows:

I

A 20 per cent import levy, payable to the Treasury, will be applied on the c.i.f. value of all imported goods. The charge will be collected in accordance with Law No. 63/1968 concerning the customs tariff and Law 68/1956 on customers clearance and inspection.

The levy will be payable on all goods which are presented for customs clearance on or after September 3, 1968. Customs clearance documents presented before September 3, 1968, and for which all other processing is complete, will be exempt from the levy as laid down in the first paragraph, provided that final clearance takes place before September 10, 1968. The import levy will be applied to goods released from customs against deposit in accordance with Article 22 of Law No. 63/1968, except where final clearance takes place within two months of the promulgation of the present law.

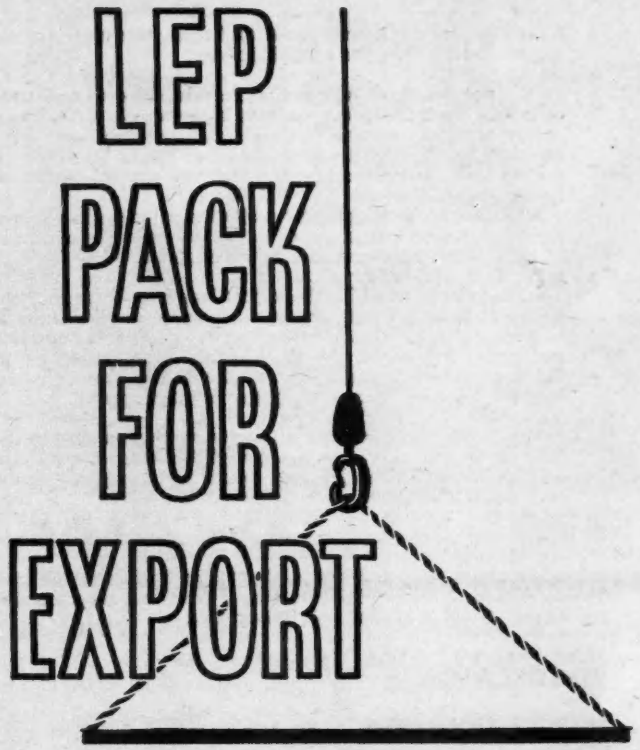
II

The Treasury shall be authorized to pay compensation where the import levy would result in an increase in the price of fuel

(Continued on next page)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).



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ICELAND, *continued*

oil, containers for fishery products, fishing gear (not produced locally), and fodder for agricultural use.

III

It is not permitted to increase the price of stocks of goods on which the import levy has not been paid, or of stocks of industrial products made from materials on which the import levy has not been paid. This applies to stocks on which the import levy has not been paid which are not actually in the hands of the importer.

The Price Commission may authorize increases in the commercial mark-up not in excess of 30 per cent of the amount of the increase in price caused by the import levy.

IV

Where goods on which the import levy is paid are imported on credit terms with the approval of the appropriate Icelandic authorities, the Treasury has authority to grant a refund of the import levy, or a part thereof, up to the amount of the increase in the Kronur price of the goods caused by any further measures taken during the payment period.

V

The Government has the authority to place a 20 per cent levy on all foreign currency acquired for travel abroad. This will be payable to the Treasury, which will apply any further regulations concerning the collection of the levy.

VI

This law takes effect immediately and is valid until November 30, 1968.

Inquiries regarding this notice should be addressed to Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 or 482).

YUGOSLAVIA

Import licensing

THE BRITISH EMBASSY in Belgrade reports that the Yugoslav Government has announced further changes in the classification of certain goods under the import categories in the Yugoslav Law on Foreign Exchange Transactions. (See notice published in the *Board of Trade Journal*, March 3, 1967, page 610.)

These changes refer mainly to hand and machine tools, but include some earth-moving equipment and agricultural machinery.

Further details may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

ALGERIA

Contracts with Government Departments

THE ALGERIAN *Journal Officiel* of July 19 published *Avis* No. 59 of the Ministry of State responsible for Finance and the Plan which sets out the procedures to be followed in respect of payments for business with Algerian Government departments.

Regulations governing State contracts were promulgated as the *Code des Marchés Publics* by *Ordonnance* No. 67-90 of June 17, 1967, and the procedures set out in *Avis* No. 59 above replace those outlined in the *Code des Marchés Publics*.

Copies of the French text of *Avis* No. 59 and the *Code des Marchés Publics* (a summary of the principal provisions of the former and an unofficial translations of the latter are also available) may be obtained from Commercial Relations and Exports Department, Room 305, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454) to whom all inquiries should be addressed, quoting reference CRE 6908/2/G.

IRAN

Import regulations

THE CENTRAL BANK of Iran has announced that no further credits will be opened for the importation of 12 calibre sporting cartridges.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

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SAUDI ARABIA

Boycott of Rhodesia

IT WAS ANNOUNCED in the Saudi Arabian *Official Gazette* of August 23, 1968, that the Government of the Kingdom of Saudi Arabia had decided to boycott the illegal Rhodesian Government, and this would be done by forbidding the import and export of all items from and to the above-mentioned country and the prohibiting of all persons, concerns, and companies in the Kingdom from financial dealings with it in any form, including the remittance of money by individuals or concerns or companies to it or to anyone who deals with it, in accordance with the provision of the Security Council Resolution.

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from July 18, 1968.

Tariff No.	Description of goods	Import duty	Purchase tax
25.01	Common salt including rock salt and table salt.	35% + IL. 0·04 per kilo	Exempt
74.05-2011	Copper foil backed with plastic materials .	50% but not less than IL. 10 per kilo (to be cleared from Customs before 1.10.68)	Exempt
74.05-2019	Other	50% but not less than IL. 8,50 per kilo	
82.02-2032 82.05-3091 82.07-9919 82.07	Sintered metal carbide cutting tools . .	75% 80%	0-12½%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

GAMBIA

Customs tariff amendment

THE Customs Tariff (Amendment No. 7) Notification, 1968, published in the *Gambia Gazette* of August 17, amends, with effect from July 27, the First Schedule to the Gambia Customs Tariff as follows:

Tariff No.	Tariff description	Rate of duty	
		Preferential	General
10.06	Rice	Free	Free

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472),

GHANA

Import licensing procedure for 1969

INFORMATION HAS been received from Ghana concerning the import licensing procedure for 1969, published in the Ghana *Commercial and Industrial Bulletin* of August 30.

This was received too late for publication in this issue of the *Board of Trade Journal*, but will be published on September 13.

The attention of British exporters is drawn to the fact that all applications for Specific Import Licences must be received (in duplicate) not later than September 30, 1968.

The full provisions of this procedure may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

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TANZANIA

Import licensing regulation

GENERAL NOTICE No. 1619 (Open General Licence and Imports Procedure), published in the United Republic of Tanzania *Official Gazette* of August 20, amends the schedule of goods shown in the Explanatory Notes of Government Notice No. 278 (published in the *Board of Trade Journal* of August 16, pages 514-515) by the addition of the following items:

BTN number	Description of goods
22.05 A	Wine of fresh grapes, still wines and grape must in bottle or otherwise.
22.05 B	Champagne and other.
22.06	Vermouth and other wines of fresh grapes flavoured with aromatic extracts, in bottle or otherwise.
22.07	Other fermented (for example, cider, perry and mead).
22.09 A	Spirits, for example, brandy, vodka, whisky, rum, gin, geneva and concentrates of such spirits.
22.09 B	Liqueurs and other spirituous beverages and concentrated extracts.
61.02 A	Khangas and the like (not including saris) made of cotton, man-made fibres, silk and other fibres.
73.38 D	Buckets made of iron or steel (not enamelled and not sanitary buckets).
76.08 B	Louvre windows and components of aluminium.

All applications to import the above-mentioned goods should be submitted to the State Trading Corporation, PO Box 883, Dar-es-Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

SUDAN

Imports of tea, coffee and salt

THE BRITISH EMBASSY in Khartoum have reported that with effect from August 20, 1968, the Sudan Government assumed full control of all imports of tea, coffee and salt. Legislation to this effect was contained in a provisional order issued by the Council of Ministers on August 20.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Import duty surcharge

THE BRITISH EMBASSY in Khartoum has reported that, with effect from August 21, 1968 the import duty surcharge applied on all goods entering the Sudan has been increased from 5 to 8 per cent.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 420 and 475).

CEYLON

Imports and exports (control) act

THE BOARD OF TRADE has received a Regulation dated August 13, 1968, made under Section 2 of the Ceylon Imports and Exports (Control) Act (Chapter 236) which reads as follows:

The Import Licensing (Levying of Fees) Regulations, 1968, published in *Gazette Extraordinary* No. 14,800/3 of May 5, 1968, are hereby amended by the substitution, for Regulation 2, of the following new Regulation:

2. Notwithstanding anything contained in Regulation 2 of the Import (Licensing) Regulations, 1968, no person shall be granted a licence by the Controller to import goods under any loan or aid agreement entered into or guaranteed by the Government of Ceylon, except upon payment of a licence fee, at such rate, not exceeding 20 per centum of the value specified on such licence, as may be determined by the Minister of Finance.

Provided, however, that no fees shall be chargeable in any case where the Minister of Finance specially so directs.

This notice amends the *Board of Trade Journal* notice dated May 17, 1968, page 1553.

Copies of the following Ceylon Import Control Notices Nos. 14/68 and 18/68 have also been received.

Import Control Notice 14/68

This notice states that as from August 18, 1968, importers are informed that Iodex Ointment will not be allowed to be imported. This item was previously listed as an approved drug.

Import Control Notice 18/68

This notice contains an additional list of proprietary and non-proprietary veterinary drugs and feed additives which may be imported into Ceylon on Licence under Quota Item No. D3, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

This list may be seen at Tariff Section, Export Services Branch.

All inquiries about these notices should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import control

THE BOARD OF TRADE has received a copy of Ceylon Government Import Control Notice No. 12/68 dated August 9, 1968, which reads as follows:

Import of books and periodicals

Imports up to Rs. 100 (c.i.f. Colombo) per consignment for the bona fide use of any person or institution will be permitted without the importer having to open Letters of Credit provided an Exchange Control permit for the c.i.f. value is obtained, for the following items under Open General Licence:

(1) Books and pamphlets printed . . . (892.1)
(2) Periodicals and newspapers . . . (892.2)

Payment for such imports would require the surrender of Foreign Exchange Entitlement Certificates.

Such importers are also not required to register themselves with the Import Control Department.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Malaysia import control

THE MALAYSIAN *Government Gazette* dated July 4 published the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 8) Order, 1968, which amended the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following new items:

Tariff Code No	Description of Goods	Country
625 120	Terry towelling and similar terry fabrics, unbleached, of cotton	All countries
652 220	Cotton terry fabrics, other than grey	All countries
656 911	Cotton towels	All countries

Notice to West Malaysian Importers No. 7 of 1968 further stated that the importation of these goods into the States of Malaya and Penang Island is subject to quantitative restrictions. Importers were required to prove their imports in 1967, and those without such proof would not be permitted to import the above-mentioned goods. Import licences would be issued on a quarterly basis and would be restricted to quotas issued by the Ministry of Commerce and Industry. The quarterly period for the first quota is July 4 to October 3.

Customs tariff

MALAYSIAN *Government Gazette* dated August 1 publishes in full the Customs Duties Order, 1968, which will come into force on January 1, 1969. This embodies the changeover in the classification of the Malaysian customs tariff from the Standard International Trade Classification to the Brussels Tariff Nomenclature which was announced in the *Board of Trade Journal* of August 23, 1968, page 574.

The new Order cancels the Customs Duties Order, 1961 (applicable to the States of Malaya), the Customs Duties (Sabah)

(*Continued on page* 744)

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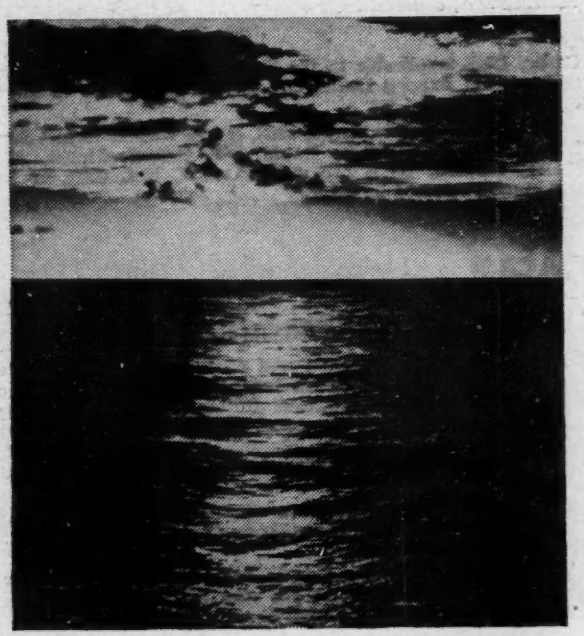

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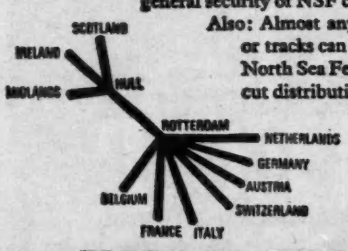

NORTH SEA FERRIES

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MALAYSIA, *continued*

Order, 1963 (applicable to the State of Sabah) and the Customs (Import and Export) Duties Order, 1963 (applicable to the State of Sarawak).

The Customs Duties Order, 1968, can be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472), to whom any inquiries should be made.

MACAO

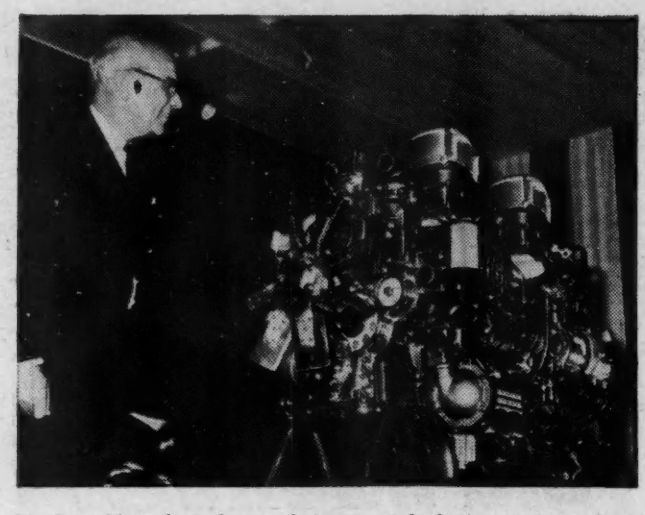
Commercial representation

RESPONSIBILITY for economic and commercial affairs in Macao has been assumed by the British Trade Commission in Hong Kong. Mr. M. P. V. Hannam, Principal British Trade Commissioner in Hong Kong, has been appointed concurrently HM Consul in Macao. Mr. Hannam will visit Macao as his duties require, but the office there, which has been closed since last year, will not be re-opened.

Correspondence regarding Macao should be addressed as follows: Mr. M. P. V. Hannan, British Trade Commission, PO Box 528, Hong Kong.

When correspondence is already being addressed separately to the Trade Commission, as in the case of trade and advertising circulars, no additional copy need be sent for Macao.

Any inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).



Sir Donald Stokes, deputy-chairman and chief executive of the British Leyland Motor Corporation, examines the cut-away working model of the revolutionary new Leyland '500' Fixed Head diesel engine which develops 170 b.h.p. Designed and manufactured at Leyland, the engine has an integral cylinder head, as compared with the detachable cylinder head used in current engines. This arrangement eliminates the need for a cylinder head gasket. The direct-injection in-line six-cylinder 8.2 litre diesel, unveiled by Sir Donald at a press reception held at Leyland, Lancashire, will make its first public appearance at the Commercial Motor Transport Exhibition at Earls Court on September 20. The engine, nearly square in formation, with overhead camshaft valve gear arrangement, goes into production at a newly-built factory in Leyland.

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54 Commercial Street, Dundee. Tel: Dundee 22131. 54 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Tariff Board inquiry on extrusion presses

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of extrusion presses (tariff item 84.45.490).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
84.45	Machine tools for working metal or metallic carbides not being machines falling within item 84.49 or 84.50:		
84.45.4	Forging, hammering, riveting, bending, straightening, pressing or drawing machines:		
84.45.41	Riveting machines, pneumatic:		
84.45.411	Machines, as follows: recopricating or rotary and reciprocating, having a capacity limited to cold mild steel rivets not exceeding ⅝ inch in diameter; single shot or rotary spinning, having a stroke not exceeding 2 inches	40%	27½%
84.45.419	Other	7½%	Free
84.45.42	Riveting machines, non-pneumatic:		
84.45.421	Rotary spinning, having a stroke not exceeding 2 inches	40%	27½%
84.45.429	Other	7½%	Free
84.45.43	Presses, forming, including such machines that form and cut; bending, curving, straightening, grooving, edging or seaming machines for working sheet metal (irrespective of gauge); drop forging hammers (other than hydraulic) not exceeding 40 cwt. capacity:		
84.45.431	Designed solely or principally for preparing or working printing blocks, plates or cylinders	7½%	Free
84.45.439	Other	40%	27½%
84.45.490	Other	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than September 30. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1673/68.

Dumping of pigments and colour lakes: Tariff Board inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on November 18, 1966, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on synthetic organic pigment dyestuffs and colour lakes (tariff items 32.05.1 and 32.06.1).

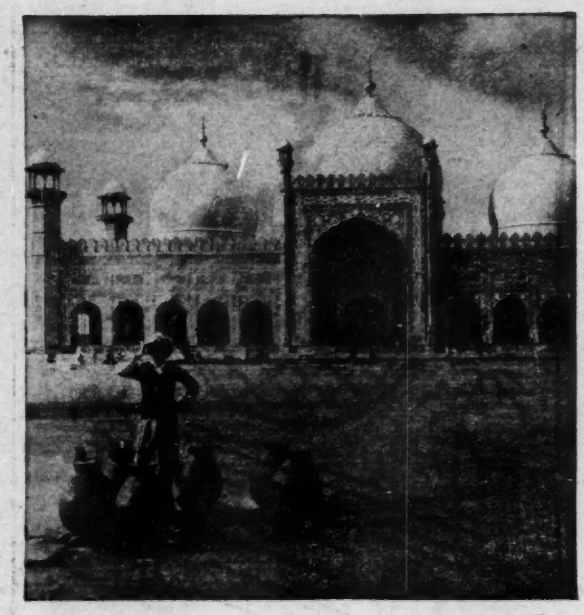
The inquiry has now been held, and as a result dumping has been confirmed.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 3266/65.

CHILE

Exemptions from import duties

DECREE NO. 1228 of the Chilean Ministry of Finance, promulgated in the *Official Gazette* on August 14, freed from payment of all customs duties and other charges collected by the Customs Authorities, imports made by the nitrate industry for its own use, provided the goods are needed directly or indirectly by the industry for the purpose of production, transportation, shipment, etc., of nitrate of soda, iodine and other by-products or for the maintenance, renovation, or amplification of existing installations or the establishment of new ones. This franchise is to be operative for a period of five years from the date of the promulgation of the decree.



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Tariff Board hearing on binder and baler twine: Ref. No. 142

THE CANADIAN Tariff Board has been directed by the Minister of Finance to make a study of the economics of the binder and baler twine industry in Canada both from the production and consumption points of view, in so far as it relates to binder twine and twine for baling farm produce falling under tariff item 40922-1, which at present enter free of duty.

If the Board's study should indicate that amendments to the Customs Tariff are desirable, they are asked to include in their report recommendations regarding any such amendments and to submit the report as soon as possible.

A public hearing relative to this reference will be held at 219 Argyle Avenue, Ottawa, commencing on Monday, October 28, 1968, at 10 a.m.

Briefs or submissions containing relevant facts, opinions and arguments in support of any views to be urged before the Board should be filed, in writing, not later than Friday, September 27, 1968. One hundred and fifty copies of briefs or submissions are required for distribution to interested parties on request to the Tariff Board's Secretary.

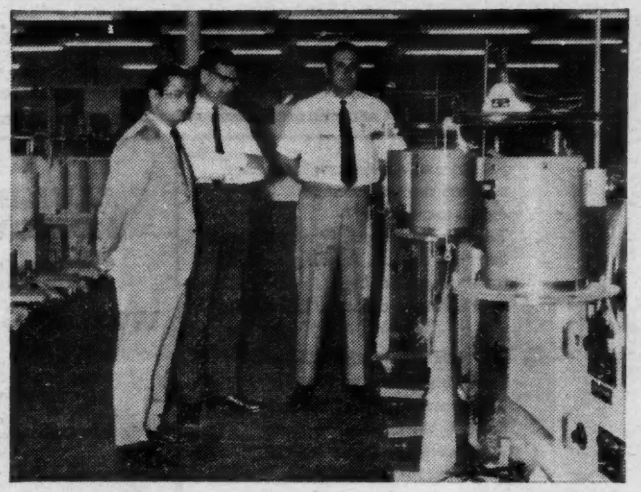
Persons proposing to attend the public hearing should notify the Secretary not later than Friday, October 18, 1968, in order to ensure that seating accommodation at the hearing will be available.

Parties interested in being informed of developments in this Reference 142 and who are not already on the Board's general mailing list, should request the Secretary to place their names on the mailing list. All communications should be directed to the Secretary, The Tariff Board, Ottawa 4, Ontario.

The Board of Trade will be getting in touch with the appropriate trade associations in due course, but should any firms desire further information they should address their inquiries to the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629).

The full text of the above tariff item reads as follows:

Tariff item	Description	Import duty		
		B.P.	M.F.N.	General
40922-1	Binder twine, wire and twine for baling farm produce	Free	Free	Free
Ex	New Zealand Trade Agreement Binder twine or twine for harvest binders	Free		



Mr. W. Denton (right), general manager of the X-ray Division of Westinghouse Electric Corporation, United States, and his marketing manager, Mr. R. Fairchild (left), inspecting a consignment of Cardiovision X-ray units. These units, intended for use in cardiac intensive care wards, are manufactured by Watson & Sons (Electro-Medical) Ltd. of Wembley – a GEC subsidiary. Centre is Mr. D. Blakesley, chief engineer of Watson & Sons, who have recently received an order for £24,000 of diagnostic X-ray equipment from Westinghouse.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St. Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Bankruptcy orders (Q)	26 July 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	6 Sept. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	9 Aug. 1968
New companies registered:	
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N. Ireland (M)	30 Aug. 1968
Computers:	
UK computer market (Q)	2 Aug. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
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International trade credit (A)	16 Aug. 1968
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Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
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Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organizations	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
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Customs notices of interest to exporters	30 Aug. 1968
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Half-yearly Index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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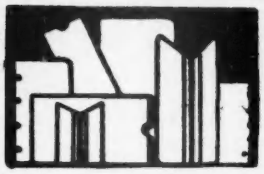

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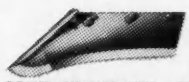

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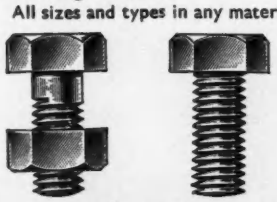

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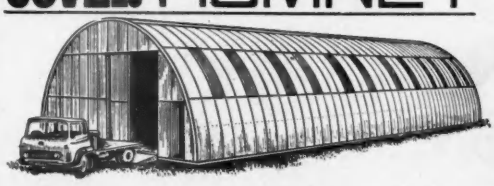

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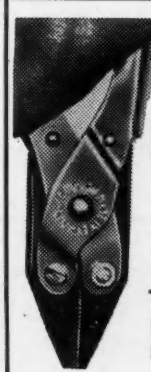

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